FREIGHT TRAFFIC ISSUE

L&N's giant wood-chip hopper cars **unload fast,** will cost less to maintain . . . . . p. 24

October 28, 1963

RAILWAY AGE WEEKLY

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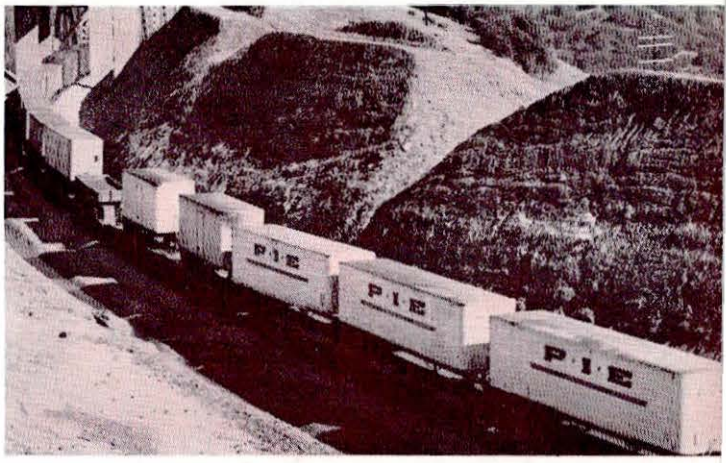
EXCLUSIVE INTERVIEW WITH P•I•E's A. S. GLIKBARG (p. 13)

How a motor carrier looks at:

Piggyback



Common Ownership

Gray-area Operators

Transport Coordination

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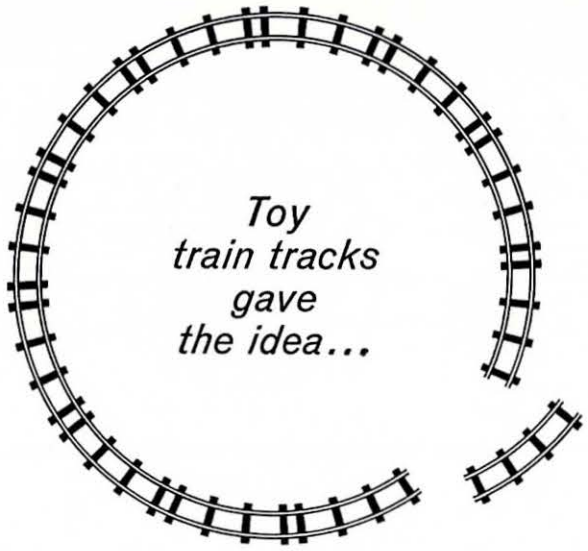
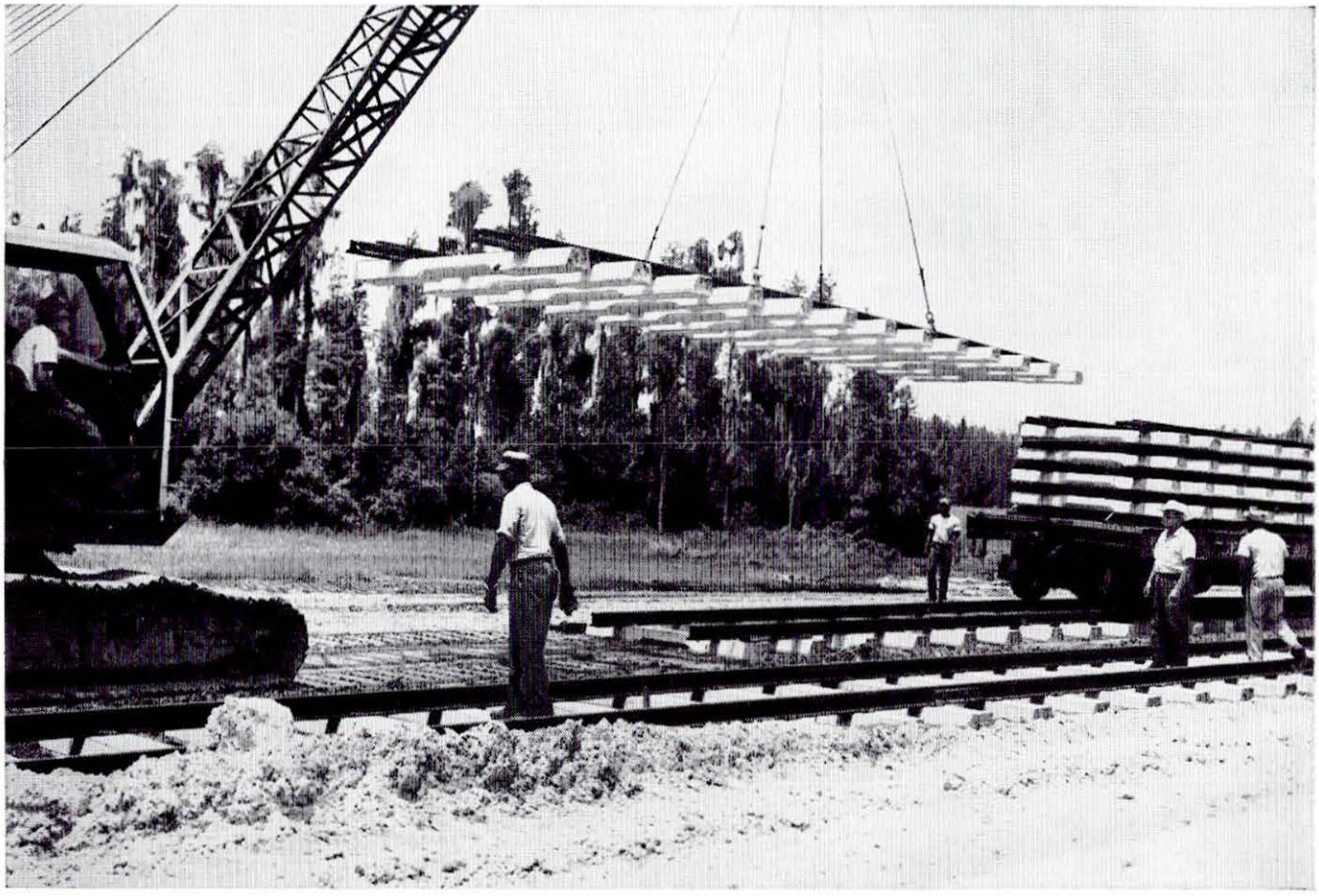


RAILS AND CONCRETE TIES LAID IN PREASSEMBLED SECTIONS



Today's newest speed-up in track laying is this system of panel track, using rails bolted to concrete ties. Already five such installations are in use. A 5-man crew with a dragline can lay, line and bolt up track at the rate of 1,500 feet or more per day. One installation in Florida includes a pre-engineered panel track on a 20-degree curve with the gage opened 1 inch.

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■ The addition of the cushioned bulkhead-flatcar is part of a continuing program of equipment purchases and improvements designed to better serve L&N customers.

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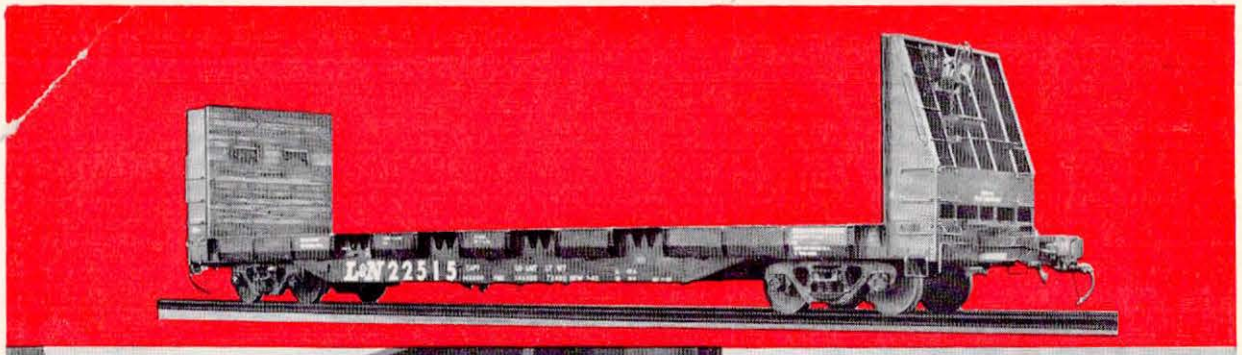

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Railway Age, established in 1856, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.

Published weekly, except the last week of December, by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn.

Railroad employees' subscription rate: U. S. possessions, Canada and Mexico, $6 one year, $8 two years, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year. In other countries, $15 a year. Single copies 60¢ except special issues. Address all subscriptions, changes of address and correspondence concerning them to: Subscription Dept., Railway Age, Emmett St., Bristol, Conn.
Change of address should reach us three weeks in advance of next issue date. Send old address with new, enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Circulation Dept.; Robert H. Lash, Director of Circulation, Eugene White, Circulation Manager, 30 Church St., New York 7, N. Y. POSTMASTER—SEND FORM 3579 TO EMMETT ST., BRISTOL, CONN.

Printed at the Wilson H. Lee Co., Orange, Conn. Second-class postage paid at Orange, Conn. and at additional mailing offices.

RAILWAY AGE WEEK AT A GLANCE

October 28, 1963 • Vol. 155, No. 17

Car pinch felt by grain roads

With a shortage of cars, the grain-hauling railroads are facing a real test in rounding up enough equipment to handle the harvest.....**p.9**

How a motor carrier looks at transportation

Piggyback and transport diversification and coordination are among the hot topics covered in this exclusive interview with the chairman of Pacific Intermountain Express.....**p.13**

A behind-the-scenes look at freight forwarding

The problems that beset the 'middle-man' are pointed up in this interview with a typical forwarder operations manager in a major city.....**p.19**

L&N's giant wood-chip cars unload fast

Fifty hopper cars being constructed for the L&N, said to be the largest of their type built in the U.S., will permit the road to set incentive rates on wood-chips.....**p.24**

Shippers get more capacity in HC car

Hi-cube capacity for low-density ladings is the primary feature of a new line of cars just announced by ACF's American Car and Foundry Division **p.38**

Shippers may Okay hike in demurrage, but . . .

Respondents to this month's Traffic Poll offer a variety of stimulating suggestions for increasing the nation's effective freight-car supply.....**p.43**

ACL finds profit in LCL plan

The Atlantic Coast Line, along with its subsidiary, Seacoast Transportation Co., is busy demonstrating a belief that LCL traffic can be profitable.....**p.45**

Skill from schooling

A host of changes in motive power, rolling stock and shops are creating new demands that are causing union leaders to send their journeymen back to the classroom.....**p.47**

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Working in close co-operation with the mechanical departments of leading railroads, Scullin was a pioneer in the development of one-piece Draft Sill Castings. They combine the striker, draft gear pocket, center filler and center plate into a single, rugged unit of great strength. They are available for all types of cars, including high capacity 90-ton hopper cars – and can be furnished with integral body bolsters.

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RAILWAY AGE WEEK AT A GLANCE

The Action Page—'Morass of pettifoggery'

Former Interstate Commerce Commissioner Arpaia has recommended a reform in the rate-making process that would cure the anemia afflicting all regulated surface carriers....**p.58**

Short and Significant

The largest sub-contract to be awarded...

thus far in connection with San Francisco's billion dollar rapid transit system has gone to the Budd Co.—a $380,000 project to develop components for rapid transit trucks.

General Electric Co. has won the gold...

"Oscar of Industry" award in a contest to determine the nation's best annual report for stockholders. GE is the first company to take the top award in two consecutive years.

Unit-train operations to speed...

delivery of coal, iron ore and other bulk minerals will be introduced in Great Britain, according to Dr. R. Beeching, chairman of the British Transport Commission.

ACF has realigned the functions...

and responsibilities of its American Car & Foundry and Shippers' Car Line divisions. The Foundry Division will conduct all railroad manufacturing, engineering and research.

Shippers' Car Line Division will...

continue to handle car leasing and the repair plants and will assume responsibility for all sales to railroads and industry of cars and related products.

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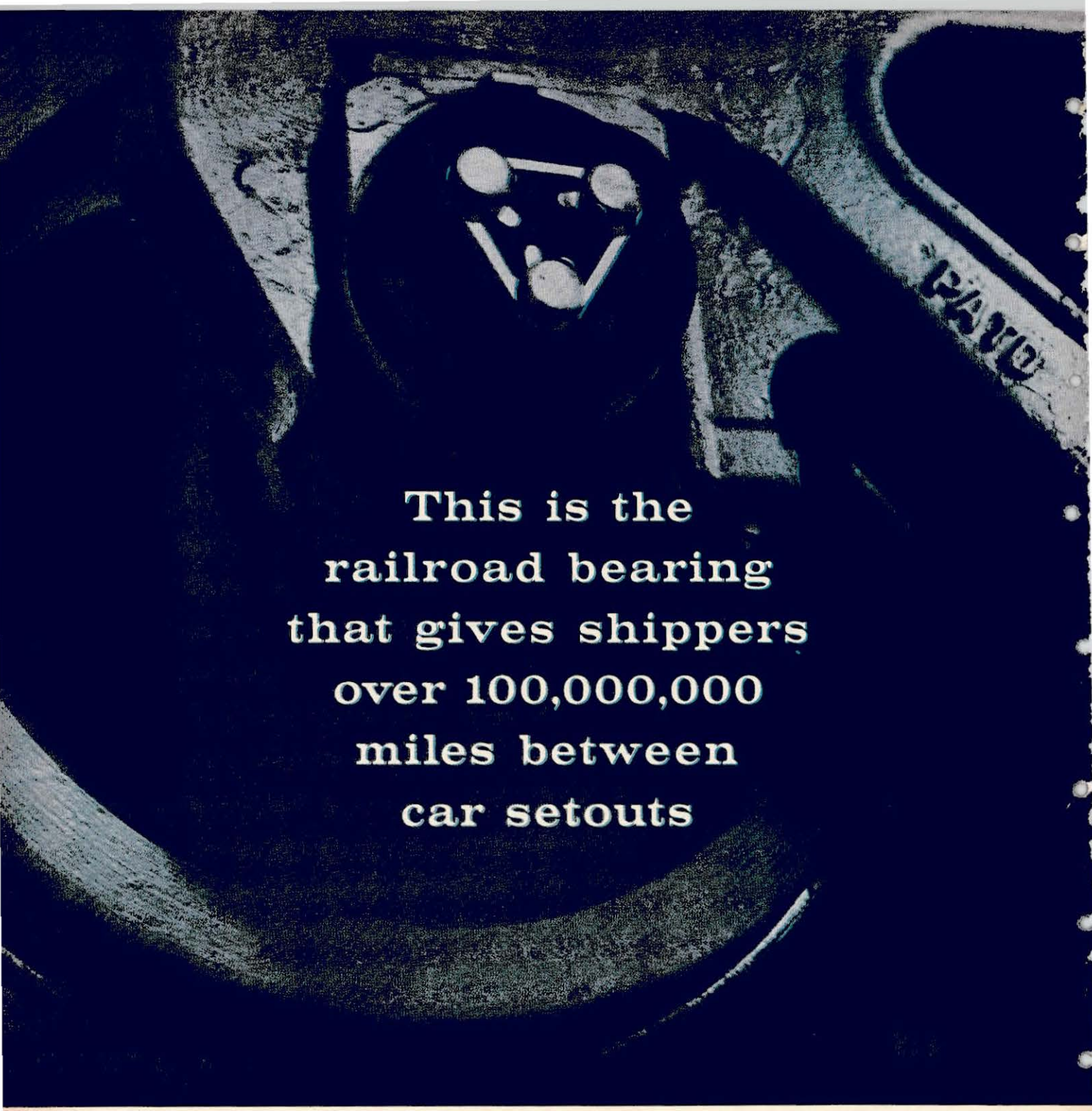
Current Statistics

Operating revenue	
6 mos., 1963	4,714,888,444
6 mos., 1962	4,703,908,621
Operating expenses	
6 mos., 1963	3,683,992,541
6 mos., 1962	3,712,959,223
Taxes	
6 mos., 1963	464,644,151
6 mos., 1962	523,652,505
Net railway operating income	
6 mos., 1963	359,753,801
6 mos., 1962	275,271,282
Net income, estimated	
6 mos., 1963	270,000,000
6 mos., 1962	181,000,000

Carloadings revenue freight	
42 wks., 1963	23,411,337
42 wks., 1962	23,385,718
Freight cars on order	
Oct. 1, 1963	18,388
Oct. 1, 1962	11,064
Freight cars delivered	
9 mos., 1963	31,891
9 mos., 1962	29,652
Serviceable cars	
Sept. 1, 1963	1,410,178
Sept. 1, 1962	1,437,496
Cars awaiting repairs	
Sept. 1, 1963	118,135
Sept. 1, 1962	135,257



This is the railroad bearing that gives shippers over 100,000,000 miles between car setouts

America's railroads are making almost unbelievable shipping schedules come true. They're modernizing freight yards, developing new communications, purchasing more and more modern equipment to carry the freight.

On the axles of over **124,000** of these freight cars, you'll find Timken® tapered roller bearings. Look for them because they mean more dependable shipping for you. Railroads are solving the hot box problem—No. 1 cause of freight train delays—with the help of Timken bearings.

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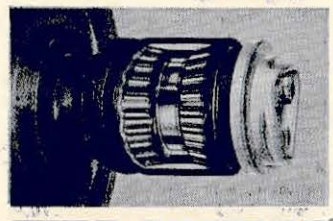

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QUALITY TURNS ON HEAVY DUTY TIMKEN® TAPERED ROLLER BEARINGS

Car pinch felt by grain roads

Western railroads are searching far and wide—including Mexico—for cars to move the giant harvest. Also facing the carriers: the possible movement of U.S. wheat that the Russians may buy.

Grain trains moving the nation's huge 1963 harvest clicked along at a steady tempo last week, while mid-western and western railroads struggled with the job of rounding up enough cars to keep the crops moving.

Hoping that time will be on their side, railroad officers were nervously eyeing Washington where a Soviet trade delegation is negotiating the purchase of 250 million bushels of U.S. wheat. If the deal is made, thousands of grain-moving cars would be needed immediately—a prospect the railroads are hoping they won't have to face just yet.

The Soviet-bound wheat would move to port by rail, and the railroads this week don't have the cars to move it. Car shortages on the grain-hauling roads are severe. They probably won't get much better until mid-November.

● **A matter of timing.** "If the Russian wheat moves between December and February," commented one mid-western railroad officer last week, "we'll probably be able to handle it. But if it moves right away, we'll have trouble."

If the railroads aren't as enthusiastic as the grain dealers about the prospect of a quick wheat sale to the Soviet Union, it's understandable.

Bumper crops, a general upswing in business and the release of Commodity Credit Corp. grain by the government have some railroad operating men wondering where the next box car will come from.

Missouri Pacific says it has only 35% of its cars on MP lines. Illinois Central says it's running 1,800 cars short every day. Burlington, which estimates that more than 30% of its cars are off-line, at mid-week said it had orders for 9,200 cars and 650 cars to meet the demand.

Most grain-hauling roads were reporting the same situation. They were hoping that the Soviet trade delegation would take its time in negotiating the wheat purchase. Ideal timetable for the railroads would schedule the first shipments of Soviet wheat in late November or early December.

The peak demand for cars to handle the current crops is expected to extend into November, but December-to-February is traditionally a slack period for grain carloadings.

● **Car return order.** The ICC stepped into the car shortage picture with the issuance of Service Order No. 945, effective Oct. 21. It requires the expedited return home of grain box cars, with doors less than 8-feet wide, owned by ten western railroads: Santa Fe, Burlington, Colorado & Southern, Ft. Worth & Denver, Chicago & Northwestern, Rock Island, Great Northern, Milwaukee, Northern Pacific and Soo Line.

The order applies to all railroads and makes Director Charles W. Taylor of the Commission's Bureau of Safety the permit agent with authority to issue "special and general permits to meet exceptional circumstances."

Permits, effective Oct. 23, were issued by Director Taylor to exempt several western railroads from provisions of the order. The exempt roads are the Katy, Frisco, Cotton Belt, MoPac, Texas & Pacific, and the Illinois Central, for operations south of Cairo, Ill., and the Union Pacific for operations east of Green River, Wyo.

Several grain-hauling railroads that were not included in the list of ten railroads whose box cars the ICC has ordered returned to them, said the order would only make their car shortages more acute.

"We have asked the Interstate Commerce Commission," announced Missouri Pacific President Downing B. Jenks, "to include MoPac in its Special Service Order requiring that plain box cars be returned promptly to their owners." The MoPac, while exempted from sending other roads' cars back, is not on the priority list to get its own cars returned immediately.

Illinois Central likewise is not included in the order, and an IC spokesman commented that "the order complicates matters for us."

● **Grain on the ground.** Burlington, which is included, said last Wednesday the order had provided "very slight relief." The car shortage in CB&Q territory, notably Nebraska, has forced farmers to dump milo on the ground

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

• **A COMPROMISE** version of the minimum-rate bill is being written by the staff of the House Committee on Interstate and Foreign Commerce. The present version of this bill, H.R. 4700, would implement what the railroads regard as the heart of President Kennedy's Transportation Program. It would end minimum-rate regulation for rail, truck and air transportation of commodities in bulk, the water transportation of which is now free of all regulation, and for rail, water and air transportation of agricultural and fishery products, the truck transportation of which is now exempt. The Committee's chairman, Representative Oren Harris (D-Ark.) announced that the staff had got this rewriting assignment after the Committee's consideration of the Presidential proposals in the first series of its executive sessions on them.

THE EXECUTIVE SESSIONS, which recessed Oct. 17, also resulted in the Committee's tentative approval of a modified H.R. 4701, the proposed Transportation Act of 1963. This would implement several other recommendations of the President's program, all of which is supported by the railroads.

THE COMMITTEE'S INSTRUCTIONS contemplate a minimum-rate bill which would offer the railroads something like half a loaf. The staff's assignment is to come up with a bill which would extend the agricultural exemption to railroads and modify the bulk-commodity exemption. The proposed modification would leave that exemption applicable only to water carriers, but limit it to the transportation of only one commodity in bulk. The present provision lets the exempt water carriers include three bulk commodities in the same cargo.

SUCH A ROLL-BACK would be a first step along the so-called alternative route to equitable regulation in the bulk-commodity area. The full journey over that route would lead to complete repeal of the present exemption, thus increasing regulation. That's favored by the ICC, which also favors a substantial roll-back of the agricultural exemption as the way to make competitive conditions in that area more equitable.

THE PRESIDENT'S TRANSPORT MESSAGES to Congress have noted the availability of this approach, but Administration spokesmen have emphasized the President's preference for the deregulation approach i.e., enactment of the present minimum-rate bill. Moreover, the increased-regulation approach is called politically unrealistic by the railroads. They found this out by advocating it for several years without success.

THE STAFF'S NEW DRAFT is expected to come before the Committee when it resumes executive consideration of the President's proposals about the middle of next month. The Committee is also expected, at that time, to firm up its tentative position on the proposed Transportation Act of 1963.

THE TENTATIVE POSITION contemplates reporting a seven-section bill. It would extend the Interstate Commerce Act's reparations provisions to truckers and freight forwarders; harmonize state requirements as to registration of motor carrier certificates with ICC rules; authorize the ICC to enter cooperative arrangements with states for enforcement of regulatory and safety laws relating to highway transportation; extend the coverage and toughen civil-penalty provisions of the regulatory laws; and provide for regulation of inter-modal joint rates by joint boards composed of ICC, Civil Aeronautics Board and Federal Maritime Commission representatives.

near storage facilities that were filled to overflow. Burlington officials estimated that 6½ million bushels of milo were piled on the ground.

MoPac last week turned to Mexico for help, arranged to rent 200 box cars on a per diem basis. Some of the 1,750 freight cars recently ordered by MoPac were scheduled for delivery in October and early November, Mr. Jenks said. "Through our continuous program of car repairs," he added, 97% of our freight cars are in good condition and available for service."

Santa Fe said the car shortage has resulted in a 6-7% decline in its carloadings since Labor day. The average daily car shortage for the nation's railroads for the week ended Oct. 12 was the highest since 1951, although still only half of that year's peak boxcar-shortage week.

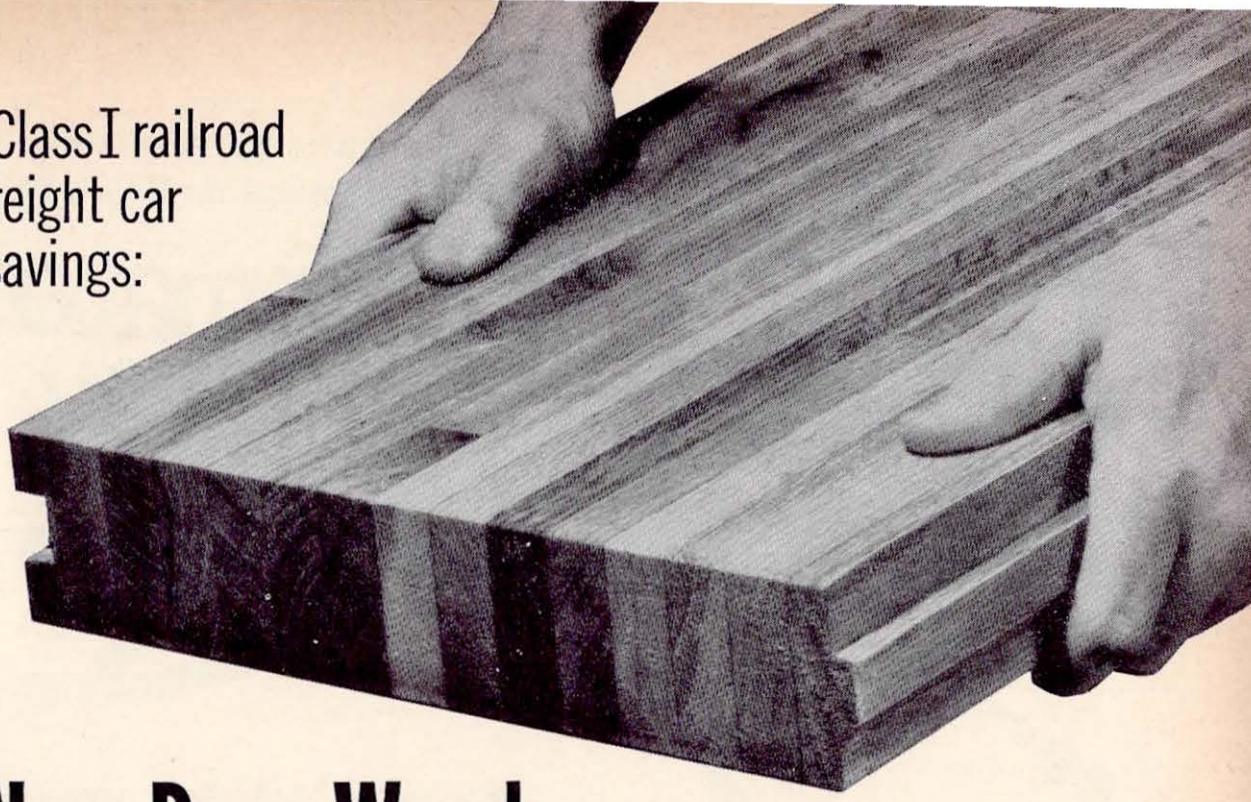
Good market prices were responsible for heavy shipments of grain and soybeans to Northwest ports early in the harvest, and in the second week of the month a total of 8,200 loaded cars were tied up in the area.

The Association of American Railroads embargoed grain and soybean shipments consigned to the Northwest on Oct. 10, and at last report the traffic jam had been reduced to 5,900 cars. An exceptionally large cotton crop and congestion were cited as the reasons for a series of embargoes on cotton in the South. Heavy traffic, however, has not tied up the Gulf ports. Mopac said car flow on the Gulf was "fluid."

• **Heavy government shipments.** Also contributing to the car shortage was the release of more than 51 million bushels of CCC grain in the midst of the harvest, straining further an already-burdened car supply. Crops in general "maintained or exceeded expectations," commented one rail officer. Illinois Central reported that the crop production index for its territory hit a record 110 this month, surpassing the old record by two points. The yield-per-acre index, IC says, is at 110, also two points over the old record, set last year.

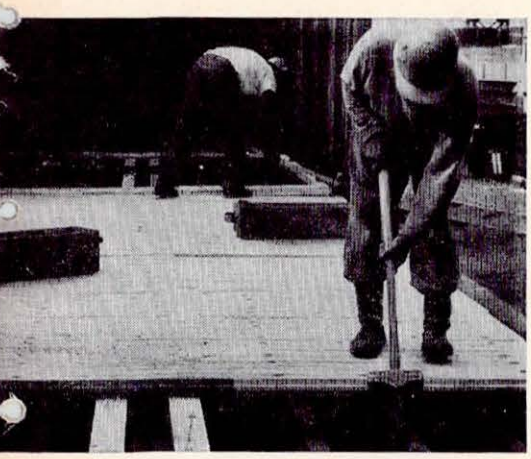
Indications are that corn production in Illinois Central territory will reach four billion bushels, the first time the crop has reached this level. The Oct. 10 estimate is 2% more than a month earlier, 10% more than 1962, and 3% greater than the previous record of 3.91 billion bushels in 1960. The expected average yield of 65.9 bushels per acre exceeds the previous high of 64.1 bushels. Last year's IC's estimate for soybean production in its territory is 727 million bushels, a record level and 8% above the 1962 crop. Wheat production, IC estimates, will be 1,133 million bushels, 4% more than 1962.

Leading Class I railroad reports freight car flooring savings:



"New Dura-Wood saves $17.75 to $26.73 per car per year"

Careful cost calculations by a leading Class I railroad with years of experience in the use of laminated edge grain flooring proves the superiority and economy of Bruce Dura-Wood over other types of freight car decking.



In the average 40'6" box car, Dura-Wood saves $17.75 per year over nailable steel and $26.73 per year over flat-sawn pine, which requires frequent renewal. In 50'6" box cars and 60' baggage cars the estimated savings with Dura-Wood run as high as $95.76 per car per year.

Easy installation and extra strength permit these unusual economies. Labor costs to install exact-length Dura-Wood boards are 14.5% less than flat-sawn pine, 47.7% less than nailable steel. In durability, Dura-Wood, like nailable steel, outwears pine at least 4 to 1. Dura-Wood has been certified "twice as uniform in strength" by the Wood Technology Laboratory, University of Michigan. It is designed to handle fork lift axle loads to 60,000 lbs. and more, depending on thickness (up to 2⅜").

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UNION PACIFIC *Railroad*
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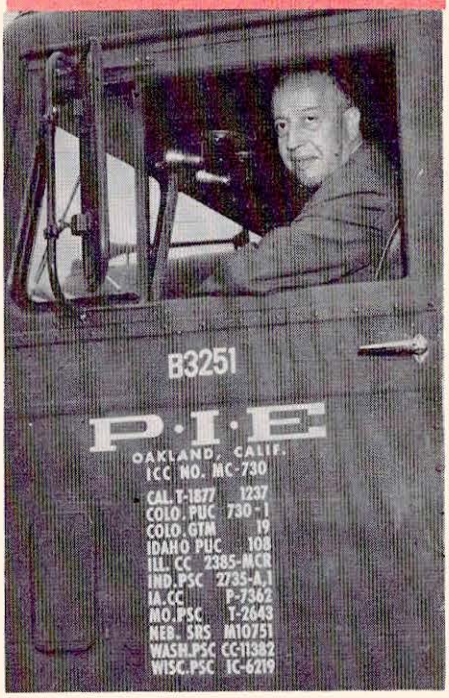
A.S. Glikbarg (below), was elected chairman of Pacific Intermountain Express in June 1963 after having been president of the motor common carrier since 1957.



EXCLUSIVE INTERVIEW WITH A. S. GLIKBARG

How a motor carrier looks at:

Piggyback

Common Ownership

Gray-area Operators

Transport Coordination

Among the biggest of the motor common carriers in the U.S. is the one known as PIE—Pacific Intermountain Express. PIE today, however, is much more than a truck line. It owns two major freight forwarders: it's a major user of piggyback, in both its motor-carrier and forwarder operations. With transport diversification and coordination the hot topics they are, Railway Age went to the man who has such an operation—A. S. Glikbarg, president of PIE from 1957 to June 1963 and now chairman of the board. Here, in a discussion with Railway Age Editors John Mitros and Gus Welty, are his views on these and related subjects.

Q. Mr. Glikbarg, PIE in recent years has developed into a company with a great variety of transportation services —motor common carriage, freight forwarding, substantial use of piggyback. What is your thinking behind this— what, for example, led you into the forwarder field with Pacific & Atlantic Shippers in 1959 and National Carloading last year?

A. Well, one of my favorite beliefs is that historically there has been too big a breach between the various modes of transportation and I see no reason why they shouldn't be a more solidified

'The railroad has certain inherent advantages

group. I think we can render service to the public by having two types, two of the modes of transportation, better than we can by having one. I would say this —you go into a business to make money. But the way you make money out of it is by rendering a service, which we wanted to do. For example, when there's a good forwarding group it certainly has an advantage that trucking doesn't have, just as trucking has advantages that freight forwarding doesn't have and railroading doesn't have. So I just wanted to broaden the base of our means of performing a service to the public—and eventually to make some money for our stockholders. I think there's been too little of that sort of thing. Theoretically, I'd like to buy a railroad, too, but it takes more money than we've got, so you don't do that sort of thing.

Q. Your forwarders now have operating rights in all states?

A. All 50. National itself does business in 49 states, all except Alaska. They have an office in Hawaii and they have "all points and places" rights in the U. S.

Q. That over-all authority, then, is considerably broader than the motor-carrier authority PIE has?

A. That is right. The motor-carrier territory is pretty much bounded on the east by Chicago and St. Louis and on the west by San Diego and Seattle. If you draw a line from Chicago to St. Louis to Kansas City to Salt Lake City to San Diego to Seattle to Chicago—we cover substantially everything inside that area.

Q. On a transcontinental move coming east, for example, would you bring it out of California to Chicago and turn it over to one of the forwarders?

A. No, we travel over the truck lines. We have a through service known as Thru-way which we run with Spector Mid-States. We also interchange with a great, great number of other carriers. We pick it up as truck freight, it goes as truck freight. The same thing is true of the forwarding group. Freight they pick up goes rail.

Q. PIE, as I recall, was one of the first major truck lines to make use of piggyback?

A. Yes, it was.

Q. How has your piggyback volume been running?

A. We are running now about 6% of our tonnage. It can get down close to 4½% and up as high as 8%. The last figures I saw were just under 6%.

Q. The same percentage works for your ton miles?

A. Just about. We run, for example, a tremendous volume of piggy-back San Francisco to the Northwest, and we run a lot of piggyback units empty from the Northwest out. We run a lot of them from other points. We run a lot of piggyback miles from the West Coast to Salt Lake City and to the intermountain area. We run about 6% by all tests.

Q. You anticipate that these percentages will increase in the future?

A. Well, I would think so, depending upon whether or not we can get better piggyback service. What we need is transcontinental Plan I piggyback. We need it and we want it and we haven't got it. This is due, in my opinion, to a misguided belief of some railroads that they are going to hurt themselves. We would like better Plan I piggyback from Chicago and St. Louis to West Coast points. We get it now to some West Coast points. But we would like it to all West Coast points.

Q. If you got this service, how much of PIE's business might go TOFC?

A. I can't estimate it in dollars, but I'll tell you this: We'd use it, and we'd use it a lot if we had it. But the rails have to give it to us. I believe if we had it we could give a better transportation service—and make more money for our stockholders.

Q. In the transportation picture over-all, you think the economies inherent in such an operation would allow both PIE and the railroads to make money?

A. I think so. I don't think there is any question about it. The railroad has certain inherent advantages which the truck lines do not have. Anybody who thinks it's not that way is being a little bit narrow-minded. There's no question we can take a load of freight from Chicago and run it to some point 300 or 400 miles away while a railroad is trying to get it out of a freight yard. On the other hand, railroads can do things we can't do. They can take a shipment of bulk commodities from Pennsylvania points to Seattle as quickly as we can, and at less cost. There are inherent advantages in all forms of transportation. And they have to be recognized. That's one of the primary reasons we got into the forwarding business. And I think PIE has its foot in the door toward actually providing broader transportation service.

Q. Most of your piggyback moving now is moving on Plan I?

A. Yes.

Whas is your experience with Plan V?

A. We have used Plan V, but not a great deal. It's all right if you like Plan V. The forwarding group uses Plans III and IV mostly. We need all the plans. We'd like to have them, we'd use them and we'd spend money on them.

Q. Your increased use of piggyback is based on sound economic studies?

A. I think so. We've tried to study it. What we want is transcontinental Plan I piggyback to all major points. Then we'll take a look at life. The rails have to come to their own conclusions about it. I think it will be here sooner or later, so the sooner the better as far as I am concerned.

Q. What do you think of the ICC examiner's report on piggyback in Ex Parte 230?

A. I have no quarrel with it. I read it. It is a factual thing. It suits me.

Q. As a company which is deeply into motor common carriage and also forwarding, are you sometimes placed in a bit of an awkward position with respect to the attitudes taken by the American Trucking Associations and the Freight Forwarders Institute on various matters?

A. Yes. But the basic reasons for offering the services we have are much more important than whether what we adhere to gets us in an awkward position. I got into an argument with a lot of truckers at a tariff bureau meeting once, after we got into forwarding—you'd have thought we were pariahs of some sort. So I asked one of these fellows if he'd pay $1 for the P&A certificate and he laughed and said 'Yes, I would.' So I said 'Well, then it's the old story —we're just discussing price.'

Q. What are your feelings on the reverse of that—railroad ownership of motor carriers and forwarders?

A. Railroads do own forwarders, so that's academic. I think that the day will come when there will be ownership of the various modes of transportation centered in one spot. There's some now. Railroads are in the forwarding business—a lot of railroads are in the

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Forwarder subsidiaries rely heavily on piggyback; parent PIE moves 6% of its traffic this way.

trucking business. There's nothing particularly new about it. This is not necessarily representative of the position of the American Trucking Associations. It's not their opinion at all. I think we will see that day come. I wouldn't particularly like to see a company as strong as some of the western railroads get a set of rights identical, mile for mile, to the PIE rights, because those roads have an awful lot of money in back of them. I think we'd survive if they did, because we know a lot about trucking and how to run a trucking operation. But I think the day will come when there'll be a broadening of the attitude toward ownership of varying modes.

You know, of course, that the forwarders now are trying to get the right to buy truck lines. And the trucking group is fighting that. They've gone so far as to say there shouldn't be common ownership either way and have suggested that truck companies owning forwarders be required to divest themselves of the forwarders. Now obviously we're against that. I am not going to spend good money to buy a company and build it up and improve service to the country and then go around and divest myself of it. But I think the bills came up prematurely. I think that the difference between Part 4 of the Act and Part 1 of the Act whereby the forwarder cannot buy a truck company but a truck company can buy a forwarder was not accidentally made law. But we could live with it if it did go through. And I would a lot rather have it in the form that is now pending in the Senate than to go through any double-talk about divestiture. It's very easy to talk about divesting something if you're not the person who owns it, who has to get rid of his investment. It's like selling Mickey Mantle for $1.50 to another ball team. I'm against it if I'm running the ball club that owns him.

Q. With the broader base of ownership that may come up and with PIE in its present situation, with a truck line largely western and forwarders which are national, do you see any possibility that PIE will become more of a forwarder-oriented organization than a long-haul truck line?

A. No, I don't see any possibilities there. Our life is trucks. We started that way and we've grown that way. But what we want to do, more than anything else, is transportation. PIE, someday, by the grace of the Deity and the ICC, will probably go to the East Coast. We were not the first, but the second that ever tried to go east after Denver-Chicago got its franchise. And as a practicing lawyer I tried that case and lost it. We won it a half dozen times and lost it the seventh. Historically, I don't think that was a bad case. The Korean War broke out and building materials got in short supply and we couldn't build the terminals we would have needed. We didn't know how long the war would last. Our economics then were not as strong as they are now.

Q. The economics of transcontinental long-haul trucking has been pretty thoroughly investigated by your organization?

A. I would say this: In the area west of Chicago there are differences in the geography as compared with the area east of Chicago. The build up of industries, homes, cities and so forth in the East is much heavier than in the West. Miles are harder to run in the East. I think that somewhere, someplace, there is a limit to the length of efficient haul by truck, if you serve a great many points. I think if you have a 10,000-mile haul, you might wish you could break that up and have three or four other people handle it. If you have a haul of 3,000 miles, if you have to serve a great, great many points, maybe two or three hundred terminals, which you probably would have, the further the haul went it might reach a point where you'd cease to handle it efficiently. Our average haul now is 1,000 miles. It has gone as high as 1,500 miles. But as we have taken on other truck lines

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and increased the number of communities we serve, the average has tended to shorten. I think the talk the railroads give out—that our most efficient haul is about 250 miles—is the product of a Madison Avenue advertising agency. That's not factual at all.

Q. Where would you peg that level?

A. I wouldn't peg it anywhere except to say we can very efficiently haul freight a thousand miles. We do it all the time—and we give a fourth-to fifth-morning service, say, from Chicago to San Francisco and do that all the time. Railroads don't do that. I've heard them say they do, testify that they do, but as a practicing lawyer I've taken a handful of bills out of a box and let them start reading them off—and it looked more like eight days, 11 days, 14 days, 33 days. We go higher than five days too, obviously. But fifth-morning delivery is a very common thing that we can give them. The rails can't give that kind of service on LTL freight. Now there we're talking about 2,100 miles from Chicago. We can handle an average 1,000-mile haul very effectively, and I think that could be increased. Whether it could be increased to 3,000 miles, serving many, many points, I don't know. I think if you just served a few points you could go on pretty much indefinitely for 10,000 miles—all you'd need would be a couple of gas stations along the way and a couple of shops. And you'd have it licked. But there is in the nature of it some limitation that comes up somewhere . . .

Q. Turning for a minute to your forwarder companies—I understand that they have gone almost entirely over to piggyback for their rail movements?

A. That's right. 'Almost entirely' is really too broad. P&A has gone to piggyback almost entirely—for more than 90% of their movements. National Carloadings has not gone to piggyback that much. NCC uses a lot of box cars. But the only reason it isn't using more piggyback is that we just haven't had time yet to set it up, to get enough piggyback equipment so that they can increase their use. NCC's TOFC percentage is substantially under 90%—about 50% in fact. We like piggyback—but we like the box car service we get, too. There's nothing wrong with it.

Q. You are satisfied with the Plan III and IV arrangements that are in effect now then?

A. Yes, we're wholly satisfied with the kind of service the rails are providing. They've cooperated with us and we've used it wherever we can use it. As I've told you, we don't put our forwarder freight on the truck line. One thing I want to repeat. We are in the trucking business and that's our life. But I'd like to own a railroad, too.

Q. Generally, what is the state of the trucking industry today?

A. I think the trucking industry is growing up. It has more respect in the financial community than it ever had. When you have a business with as many people in it as the trucking business there are always going to be exceptions. The last figure that I heard, there were about 1,600 truck lines in the 11 western states. Obviously all 1,600 are not in excellent shape. Little by little they're getting stronger, their position in the financial community is improving. And the good companies are beginning to act like real, sound, substantial businesses. That hasn't been true, but it's true now and they're growing up bit by bit. It's a long way from 1935 when the motor carrier act was passed when everybody was doing the best he could. They are run like businesses now. I am very glad of it.

Q. A big element in this is consolidation?

A. Historically, a lot of us grew that way, by consolidation, consolidation at the right time and consolidation done the right way and not by rushing too fast and not digesting what we ate before we started eating something else. You have to go bit by bit, and that's the way we tried to do it. A lot of others have done it that way and have become strong companies. Some companies started out with as much promise as others and have been acquired by other companies. All in all, the industry is getting stronger and better.

Q. Do you see more of this ahead?

A. Yes, I think so. PIE has not stopped acquiring companies. We've just gotten an order out of the Interstate Commerce Commission in the last couple of weeks to buy a company called the Fitchett Line, which also permitted the conversion of some irregular-route into regular-route authorities. We were running freight from Portland to Missoula, Mont., to get to Boise, Idaho, and if you look at a map that's not too bright.

Q. Mr. Glikbarg, are trucking companies going to achieve the bigness that will allow them to make economies of scale fast enough to be able to meet demands projected by the Teamsters in particular, for the immediate future?

A. I would say this, that growth and size and miles alone can make for certain economies and they help. And we have our new bookkeeping operation on the West Coast, machines that turn it out and handle it more efficiently than it's been handled. That alone is not enough. We've got to make other savings in order to meet the constantly increasing cost of labor. Last year we paid out 56% of our revenue in payroll. In 1944 23% of revenue went to payroll. We have to make still further savings if these demands continue. I hope the word "if" is realistic in there, that there may possibly be an end.

One thing we've got to do is get more cube in our vehicles. We have been making great progress along those lines. When I became president of PIE the longest trailer we had in our fleet was 35 feet. Now the shortest one we have is 40 feet. So there are five feet of cube—a 1/7th increase. We can now, in the last few weeks for the first time, run doubles from Chicago to San Francisco, Chicago to Los Angeles, from the East Coast clear to the West Coast. When we run doubles at the present time we are limited to 24 feet per unit. That's 48 feet compared with the 35 feet a number of years ago. And the same driver or drivers are running the vehicle, the same power is pulling it. If we could run doubles all over our line as we see fit with two 27-foot or 28-foot trailers, we could have 56 feet

'Doubles' increase cube, let PIE control its labor costs.

of trailer—whereas, as I said, a few years ago we had 35 feet as a maximum. There's quite a difference.

We have learned a great many other economies and we have got to keep learning more. Our costs are still in a rising cost world. So if we can watch our cost position and get it down and add to our cube, we can do better. There is, at the present time, a situation that just started on a toll road that is not publicly owned that we can use from Kansas City, Mo., to Wichita, which doesn't amount to a great percentage of our business. But it permits us to run triples, and we're running triples—three 24-foot units, that's 72 feet plus the space between the vehicles plus the power. We are running over 90 feet of length out there on a toll road, for which we are paying tolls. Now, truck lines should keep big vehicles off city streets. We do as much as we can. There are some instances where you can't. To my knowledge we've never run a set of doubles into San Francisco. We break bulk at our Emorvville terminal and get it into pickup units and send it over. I suppose there have been exceptions. I don't know of any. However, increased cube and the ability to avoid increased expense of bookkeeping have saved us a lot of money. Meantime, the labor costs have gone up, and they have a tendency to go up—and they are too high now. I don't see any tendency that they are going to become less.

Q. Do you feel that there is any long-range investment risk in not moving equipment towards possible complete interchangeability aspects that become possible with piggyback?

A. I don't see any risk in the foreseeable future. You mean to make all our equipment so we can either put it on piggyback, put it on barge or truck?

Q. At least one manufacturer is reportedly constructing all trailers with a view towards the fact that they might get a ride on the rails.

A. I think that's years away, many years away, when you say all our equipment. Ten years ago I was told the air lines would haul all of our freight, and I don't doubt that maybe 200 years from now they will. But in 1962 all freight hauled by air lines, excluding air mail, was just about the amount that PIE hauled in ten miles. That doesn't count all other truck lines and all other railroads and all other modes of transportation. So the air lines are still a long way from the time when they are going to take all our business away. I think you've got to realize the existence of possibilities like that and maybe eventually the air lines will haul it all. It's a long way off. In answer to your question, I think there is a tendency that way and I know we have to have vision for the future, but I think it's a long way off.

Q. There was a proposal made just the other day for the formation of intermodal shipper-carrier conferences, on the order of the shipper-motor carrier conferences and the shippers advisory boards.

A. That suggestion was made by Bill White, president of Consolidated Freightways. I have read the proposal. I think it's a perfectly sound thing and I agree with it. The more we think about this, the better off we are going to be. I agree that the further we can go towards thinking in terms of transportation, as against single modes of transportation, the better off we'll be. I think the ICC knows this, and I think this is what the future is going to be.

Q. In the same vein, there has been a suggestion that a research organization be formed to investigate the basic requirements of the nation in terms of transportation and be strictly intermodal in its approach to solving these future requirements. Do you approve of this sort of thing?

A. I approve of it very much, provided it rests in the hands of competent people. I mean people with open minds, people who are competent and have open minds. I think to do it, and put in railroad people, for example, who try to injure trucks on purpose, would be wrong. I think there are a great many railroad people with open minds. I think there are people in the trucking business who shouldn't be put on it, just as there are in other modes of transportation. You've got to have people on there who make sense and add up.

Q. The idea was for a government agency to supervise this.

A. Well, there's nothing wrong, perhaps, with government supervision, but obviously there have to be transportation people involved somewhere. Nobody knows transportation like transportation people. They know what their problems are, and they know what the possibilities of intermodal growth are. If theoreticians want eventually to get the facts from these experts and then come to conclusions about it, that's a possible method of approach. But the thing you have to do is get experts on all areas who are big enough not to become selfish toward their own mode of transportation.

Q. You think that such a group ought to attempt to find out what mixtures of transportation give the most flexible and desirable service for the least cost?

A. Yes, I would be in favor of that in the hands of the right people. This is the problem. There's no question that an airplane can haul orchids or diamonds better than anybody. Take orchids—they grow in Honolulu and you can buy them in the Palmer House here the morning after they are picked. There's only one way that can be accomplished. It can't be done by boat and truck. They can haul a lot of other things. They can haul mail. The vast majority of bulk commodities can be handled best by rail. The vast majority of LCL freight up to this time can be hauled best by truck. The rails never made much money out of hauling LCL freight. They know it way down deep and I know it. Putting all those things together to find out what is best is something that is devoutly to be wished, if we can get it in the right hands. It doesn't mean that turning it over to a group of theoreticians, who are only theoreticians, is the best way to accomplish it. You can't turn it over to a group of people who are too partisan.

either. You get the right umpires and we'll really have something.

Q. These men should all be statesmen types?

A. They'd better be. If you are going to spend your life trying to prove that railroads can't handle a pound of LTL freight, like a lot of truck lines say they can't, that's bad.

If you are a man in the airplane business and you tell me you can haul the kind of freight that we haul as far as we haul it, as well as we haul it, you're not our man either.

Q. Coordination of this sort should come voluntarily rather than by government pressure or legislation?

A. It certainly would be better. You're going to have to have some pretty broad-minded people to do it. I would prefer to do it voluntarily rather than by legislation. There's no question about it. I don't know that you'd get the proper type of people as a result of legislation. I have nothing against the democratic processes either, but they take time and education and they take a lot of good people. Government people don't know as much about railroading as the head of a big railroad or as much about trucking as the head of a big truck company. You can't teach them in five minutes either. I would prefer that it came as a voluntary thing. But it might take a little prodding.

Q. Have you any thoughts on where the initiative might come from?

A. Theoretically, it should come from the people involved. Practically it may require help.

Q. Do you see any possibility of initiative coming from shippers besides, perhaps, the pressure that is already being applied by private carriage?

A. No, I don't. I don't see it. The shippers' primary concern is for their own business. They want to get their products from one place to another and they would be helpful, but they've all got problems of their own. If you manufacture glassware you've got glassware problems. Pencils — you've got problems with pencils. And I just don't see associations of shippers becoming sufficiently effective to accomplish any of this on a real broad scale. We are talking about real associations of shippers now, not artificial ones.

Q. Has the trucking industry generally made any sizeable adjustments in rates to combat private carriage?

A. I would say that substantially we have not done that. But that's a big subject, and I've got to start a little bit back. In the first place, these gray area carriers, shippers associations that are not real associations, don't know enough about trucking to go on forever selling at rates cheaper than the truck line that does know something about trucking. In the second place they are illegal—billions of dollars of freight is being moved illegally. And they've got a lot to learn about equipment, maintenance of equipment and licensing of equipment and quite a few other things. We encounter them all the time, shippers' associations consisting of a fellow, his uncle and his brother-in-law, and they all go out and get some company and all of a sudden they are in the transportation business —but what they really don't know is that trucks depreciate. A lot of them live off the depreciation, they live off their truck. And then someday they haven't got one. They are taking, I have heard, billions of dollars in revenue away from the common carriers, the regulated carriers. The last time I was in Washington, sometime ago, there were about 180 complaint cases pending against the gray-area associations.

I think we need stricter regulation, maybe some more laws that would permit us to get at this sort of thing. Specifically, to answer your question, to my knowledge we have not lowered any rates for the purpose of meeting the rate of the gray-area carrier. I don't know, with scattered exceptions, of any decrease in truck rates on a broad scale that has happened in the last 10 years. They have gone up, not down. Still, the money that we keep, net after taxes out of our revenue, is fantastically low considering that we don't give a customer anything. We don't wrap up a brief case for him. we don't give him a coffee cup or anything. All we do is give him a service.

Q. What is the percentage?

A. In our trucking last year it was about 2.75% of revenue. It should be much higher but as illustration, if you give 56% over to paying people and you pay 8½%, 9% for taxes and licenses, and you've got insurance—depreciation is another 8%. I haven't gotten into the obvious, like fuel—then start adding up. That helps explain the 2.75% net out of revenues.

Q. You said that possibly the ICC is the body that can ameliorate the situation regarding gray area or illegal carriage . . .

A. I said they may need statutory help, but I think they can go pretty far now.

Q. Do you think that some greater attempt ought to be made by the ICC?

A. They are making an attempt, and I have lived personally with the ICC as a lawyer and as a trucker for a long, long time. They are a very good Commission. A lot of things that they conclude, I don't agree with—but as the years go by, regulated carriage becomes, it seems to me, a stronger thing. But there is this gray area which somebody has to do something about. I think the Commission can, and should and will do something about it. It will take time because if you put the Smith Shippers Association out of business, the next month he pops up and he's the Brown Shippers Assn. And everybody in the world isn't too honest. They crop up with things where they have taken unfair advantage because they can do things that the regulated carriers can't do. We have to run according to the rules and they don't. I think the Commission can do it. I think they may need some legislative help. And, if so, I think they ought to get it from the Congress.

Q. Isn't the real problem here the fact that we have transport over-capacity that these people are pushing almost to the economic danger point for the regulated carriers?

A. Well, for some of them, yes, I think many of them are strong enough to go on about their business.

Q. On this matter of the cost of labor. Are there any technological innovations on the horizon of the trucking industry, outside of increased cube and greater efficiency of paperwork operations, that might have some meaning for the truck common carrier in the future?

A. I think that eventually we will come up with a more efficient and smaller engine than we are using at the present time. They are thinking in terms of a smaller piece of power, and of course the smaller the power the smaller your weight. And the cost of materials that we use to enable us to do a better job will come down. Now there's another thing PIE has been working on a great deal—and that is an improved method of handling freight on the dock. We are experimenting with materials-handling devices which will take the drudgery out of our dock labor to some degree, and allow our older men to be more productive toward the end of their shifts. As anyone who handled freight knows, a great deal of lifting is necessary in our dock operations and older men tire earlier in the day, which causes our production figures to drop. This new device, when it is perfected, will be economically beneficial to us because, as I have indicated, it will increase our production.

A behind-the-scenes look at freight forwarding

The freight forwarder is transportation's middle-man—in more ways than one. Some forwarders are owned by truck lines, some by railroads. Some are parts of forwarding complexes. Some are independent, one-outfit operations. In any case, they're the fellows who buy wholesale and sell retail—and, mostly, make money out of the LCL-LTL business.

But truck lines and railroads sometimes have problems with service, and they can offer single-company (or at least single-industry) responsibility. What, then, about the forwarder, who sells a transportation service that somebody else is responsible for delivering? For a glimpse behind the scenes in forwarding, Railway Age went to a forwarder operations manager in a major city. This is the man who's responsible for pick-up and delivery operations, for running the freight dock, for providing the service that makes for repeat business. Here's how the conversation ran:

What kind of problems does a forwarder's operations manager run into?

"Well, I don't really think we have enough time to cover all of them. But we'll try to hit the most important ones. First is the fact that we use gypsy trucks for pick-up and delivery—fellows with one, maybe two, trucks. Naturally, there's a cost factor here. You want to get the job done as inexpensively as you can. But still you only get what you pay for. And, with the gypsies, our big problem is controlling our money—the collections they make."

The truck driver makes collections—even though he's just under contract and not actually your employee?

"That's right. They deliver, and they collect our charges on all collect shipments other than those where we extend credit—and we try to keep that to a minimum."

But you find it's more economical to use gypsies under contract than to run your own local trucks?

"Definitely. I would say all the major forwarders do the same thing. Some of the big ones have their own trucks at some points, as we do. But they use the gypsies, too."

You have trouble on collections—how much of a problem is loss and damage to a forwarder?

"It's a big problem, I'd say our ratio is probably about the same as the railroad average. And the biggest problem of all—in this connection—is theft. This is one of the things that bothers me 24 hours a day—because no matter how many controls you have, or how close you watch the operation, you're bound to lose something now and then."

What's the cause—your own people, or the gypsies?

"Gypsies are a factor. So are outsiders. We operate in the city, and the location isn't the best you could imagine. We lease space, and there are other forwarders and railroads in the same general area. Other people—other than our own—have access. I have a guard service for the hours the dock isn't open—I guess I must pay about $250 a week just to have somebody there watching the freight. Is it worth it? Well, it's a deterrent. It's hard to measure. I could pull off the watchman and save some money—and then maybe lose $10,000 worth of freight the next night."

How difficult is it to get proof, a conviction, in these theft cases?

"Well, fortunately, I have pretty good control so far as the gypsies are concerned. If I'm pretty sure one of them is involved, I just take the claim off—deduct it from their future pay. But this is a calculated risk, too. You wonder—should I dump this guy now or should I keep him around for six months. While I'm catching up with him on one claim, he might beat me for a bigger one. I'm enough of a gambler that I usually keep them around—and pull it off. And then I've gotten rid of a couple when I've thought I was even. I've had pretty good luck."

Railroad theft losses, as reported, have gone down considerably. Some say it's because what used to be marked down as theft now goes down as unlocated loss. How do you handle losses like this?

"You mean, do I cover any of these by throwing them in another category? No. I report everything that's theft as theft. And we've caught quite a bit of criticism around here about that. But even though initially it looks like we're giving ourselves a black eye, in the long run I think the way we do it is more likely to help us."

What kind of help can your employees give?

"Quite a bit. And they can hurt you just as much. These gypsies, most of them, are operators. They know where to get rid of the freight, once they get it. So maybe they spot a checker who's careless down on the dock. They watch his work habits, get to know him, get friendly. Then maybe they tear up the billing or steal it when he isn't looking. We have to make sure we have honest men on the docks—men who have enough feeling for the company that they don't turn their back when they see somebody stealing.

"Handling people is probably the most important part of any job. You're only as good as your help. People will work for you if they like you. And if they don't, they won't. I don't mean they have to love you or even like everything you do. But they have to feel you're going to be fair with them—and that you care about the company's interests. You can't expect them to care if they think you don't."

Your company used to be a heavy box-car shipper. Now you use piggyback extensively. Has this had any effect on this loss-and-damage—or theft—problem?

"Well, first of all, with piggyback—we like those Plan III and IV rates. And, yes, I think piggyback has helped with the theft problem. With box-car shipping, we used railroad checkers—people not actually in our employ. Now I have my own checkers—and I think this has given me a better control of the situation."

That's a forwarder's operations man talking—and the sound, the problems, aren't really much different from what might come from a superintendent or a trainmaster or a motor carrier's operations chief. Loss and damage hurts. Piggyback's wonderful. And people are the most important part of any enterprise.

—Gus Welty

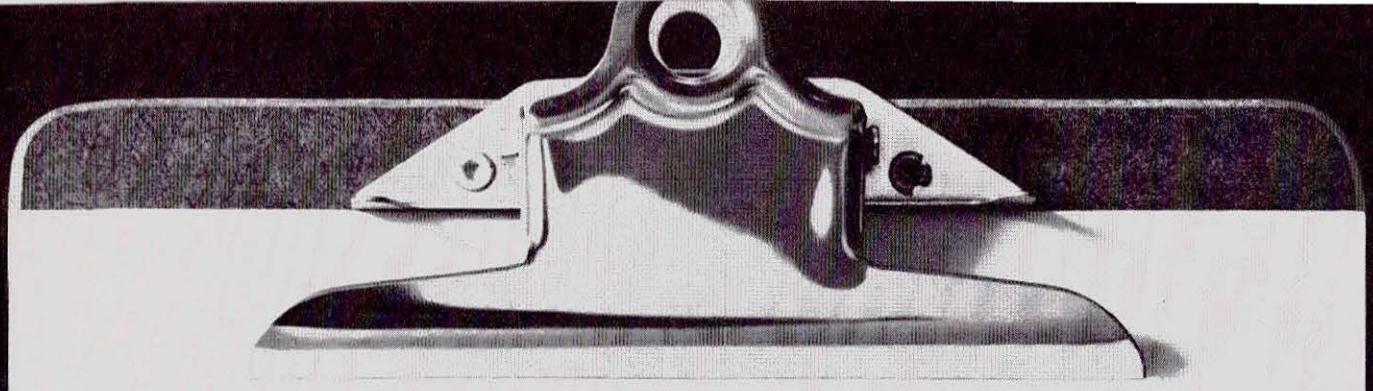
Compare

How air return in ACF Freight-Saver Cushioning eliminates costly maintenance

There are only four moving parts in the ACF Freight-Saver...and no springs! Safe, inert, dry nitrogen gas under pressure returns the sliding sill. There's less wear and tear, less replacement, less maintenance. This hydraulic-pneumatic system keeps right on doing its job.

Air return makes the ACF Freight-Saver easy to adjust, too. If friction between fixed and sliding sills should occur, you simply increase the air pressure. Expensive spring replacement is not necessary.

Air also reduces dead weight. Springs add at least 200 lbs. to a cushioning system. The advanced design of the ACF Freight-Saver not only eliminates them, but



ONLY ACF FREIGHT-SAVER CUSHIONING

Provides consistently dependable cushioning. Cuts dead weight. Eliminates costly maintenance

	BRAND			
	ACF	X	Y	Z
Free of springs	Yes	No	No	No
Air return	Yes	No	No	No
Self-contained	Yes	No	Yes	No
Metering pin	Yes	No	Yes	Yes
Available in 20″ travel	Yes	Yes	Yes	Yes
Available in 30″ travel	Yes	No	Yes	No
Made, sold, and serviced by same organization	Yes	No	Yes	Yes
True hydraulic	Yes	Yes	Yes	No
Return travel snubbing action	Yes	No	No	No
Adjustable centering force	Yes	No	No	No
Unit weight installed (lbs.)	2200	3700	3000	2400

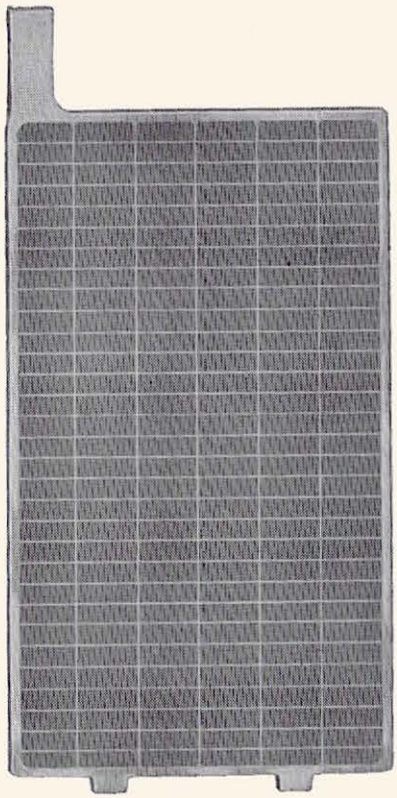
manages other economies so that the Freight-Saver is as much as 1,500 lbs. lighter than other center-of-the-car cushioning systems.

And, because the ACF Freight-Saver is self-contained and has no need for return springs, it is the easiest system to install.

ACF Freight-Savers are available with 20 or 30 inches of travel. In either size, they provide reliable protection for an extremely wide range of ladings. In both sizes, ACF Freight-Savers have proven trouble-free—impact after impact, year after year. Get the full facts. Write for complete details, Director of Marketing, American Car & Foundry Division, ACF Industries, Inc., 750 Third Avenue, New York 17, N. Y.

AMERICAN CAR AND FOUNDRY
DIVISION
ACF INDUSTRIES

When you pay for 420 amp-hr, should you accept 370 amp-hr?



The new Exide-Ironclad Diesel Battery gives you full rated capacity right from the first day you put it into service. Compared with flat plate batteries, this means that you get at least 14% higher capacity when the battery is new. Generally, you can expect flat plate batteries to build up to rated capacity over a period of from 3 to 6 months on the job. But if such a battery is installed just before cold weather, you stand a good chance of not having sufficient reserve capacity to meet normal needs. Since you are paying for full capacity, why not insist on it when you buy your next diesel battery. You get it in this new Exide-Ironclad Battery, and it costs you nothing extra.

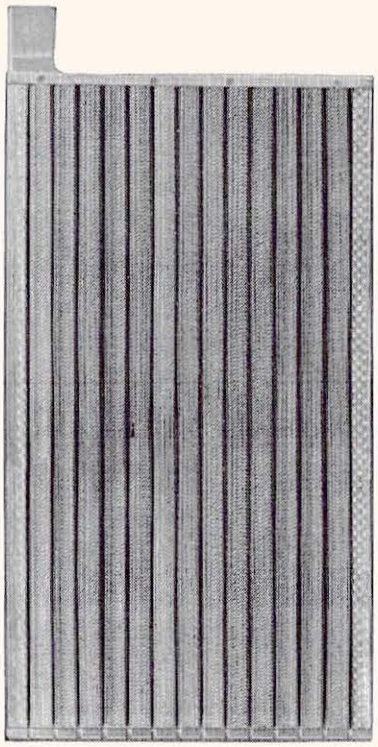
25% MORE STARTING ABILITY

Besides higher initial capacity, this new battery also gives you 25% more starting ability than the best flat plate batteries of equal capacity. When you press the starting button, you know your battery can turn your engine over for a 25% longer time period, if necessary. When an engine is balky, you can keep on cranking to get it started. Then after it starts, you still have a larger reserve of battery capacity for dependable operation of auxiliary equipment.

SQUARE TUBES

The high performance of this new Exide-Ironclad Battery is the result

Not when Exide gives you 420 amp-hr!



of its unique construction. Notice, especially, the square tubes which make up the positive plate. Originally, Exide-Ironclad positive plates were made of round tubes. The new square shape increases both total surface area and volume of positive active material. Hence you get greater capacity in the battery without increase in size.

LONGER BATTERY LIFE

Extra starting power means the battery doesn't have to work so hard to start your engines. The battery is not discharged as deeply as would be the case with a flat plate battery of equal capacity. Deep discharging shortens battery life. Therefore the Exide-Ironclad Battery lasts longer.

EASIER MAINTENANCE

Not only do the positive plates in the new Exide-Ironclad give you more power, but also the negative plates have been beefed up to match. The battery can operate with a 25% lower floating current than flat plate batteries. The electrolyte level goes down at a slower rate. Cells need less water. And the job of filling them can be done faster and easier.

CHOICE OF TWO RATINGS

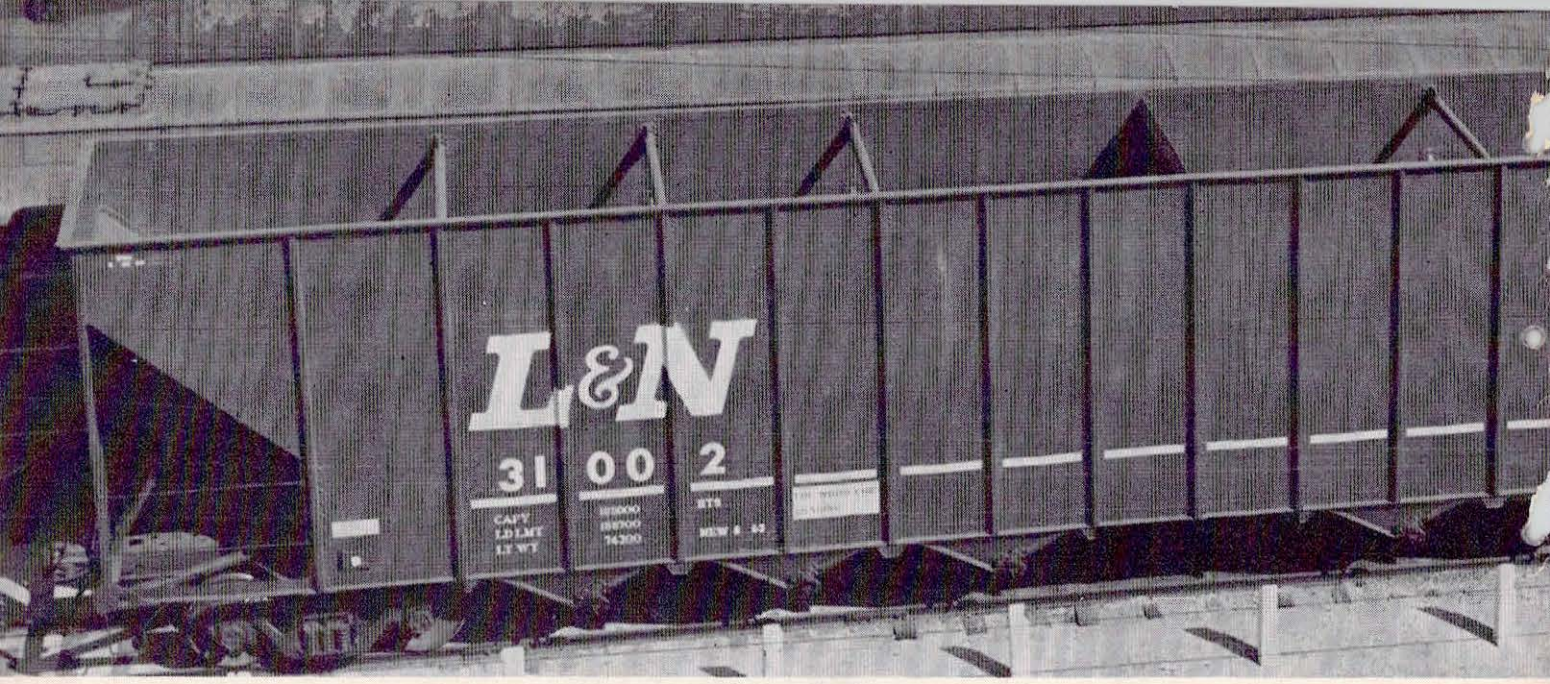
The new Exide-Ironclad Diesel Battery is available in two capacity ratings: 420 and 280 amp-hr. Dimensions are unchanged. Write for new descriptive bulletin. Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

Exide®

INDUSTRIAL MARKETING DIVISION

THE ELECTRIC STORAGE BATTERY COMPANY

ESB 75



Giant 7,000-cubic-foot wood-chip car dwarfs standard 50-ton, 2,200-cubic-foot coal hopper. Big car is more than

High cube will let L&N establish

Hopper with 7,000-cubic-foot capacity is divided into two 50-ton compartments by a center bulkhead. The smooth interior, tilted sides and large hopper openings will cut shaking time.

PARTIAL LIST OF SUPPLIERS AND MATERIALS

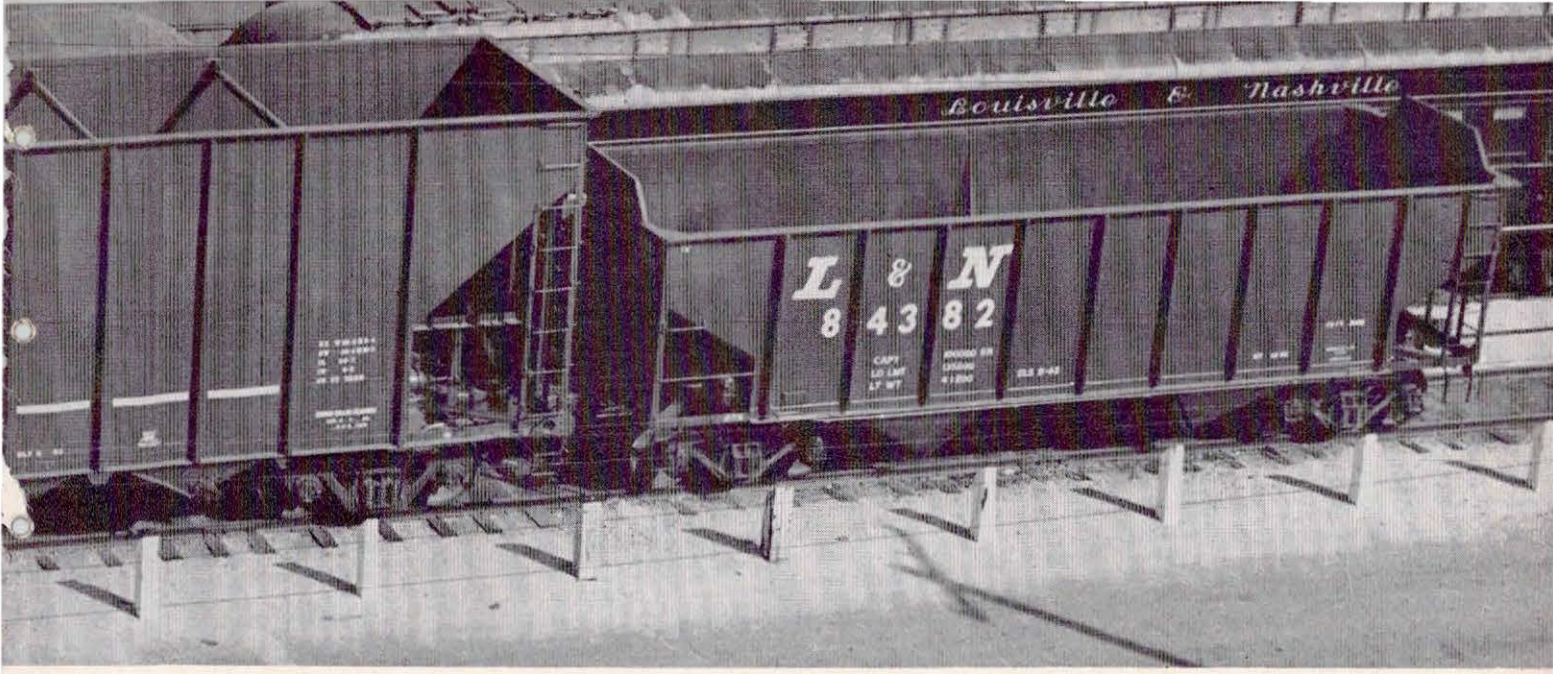
Couplers	Symington Wayne Corp.
Coupler yokes	Buckeye Steel Castings Co.
Coupler release rigging	Standard Railway Equipment Division of Stanray Corp.
Coupler key retainers and branch pipe tee anchors	Illinois Railway Equipment Co.
Brake beams (#18 unit type)	ASF Inc.
Brake beam wear plates	Unit Truck Corp.
Brake shoes (Cobra)	Westinghouse Air Brake Co.
Brake shoe keys (Lockey)	American Brake Shoe Co.
Hand brake	Unarco Industries Inc.
Brake step	Apex Railway Products Co.
Draft gear (Mark 50)	Cardwell-Westinghouse Co.
Side frames and bolsters	Scullin Steel Co.
Stabilizer parts, Barber S-2-A	Standard Car Truck Co.
Wheels and axles	U.S. Steel Corp.
Roller bearings 6½ x 12	Brenco, Inc.
Roller bearing adapter castings	National Castings Co.
Truck side bearings-double roller	A. Stucki Co.
Truck springs	Crucible Steel Co. of America
Corner castings	Buckeye Steel Castings Co.
Slack adjuster	American SAB Co., Inc.
Defect card holder	Railway Devices Co.
Door locks	Wine Railway Appliances Co.
Paint, exterior primer and finish	Sherwin-Williams Co.
Interior primer and finish lining	Archer-Daniels-Midland Co.

The 50 7,000-cubic-foot wood-chip hopper cars being constructed for the Louisville & Nashville are the "largest of their type ever built in this country," according to R. C. Ortner, president of the Ortner Freight Car Co. The cars are under construction at Ortner's Covington, Ky., shops.

"The cars," Mr. Ortner says, "have many features which aid in discharging the load and drastically reduce shaking time, thereby reducing maintenance costs. These include over-size hopper openings, clean interior construction coated with a finish lining and sides tilted inwardly at the top to allow the wood chips to always fall away from the car side and slide down to the hopper openings."

● **Incentive rate.** Designed to encourage heavier loading, with the L&N working toward the application of an incentive rate, the high-cube cars will be used on the southern part of the L&N where there is a concentration of paper mills. The cars, costing $18,300 each, will be operated singly and in combinations. Specific assignments have not been made as yet.

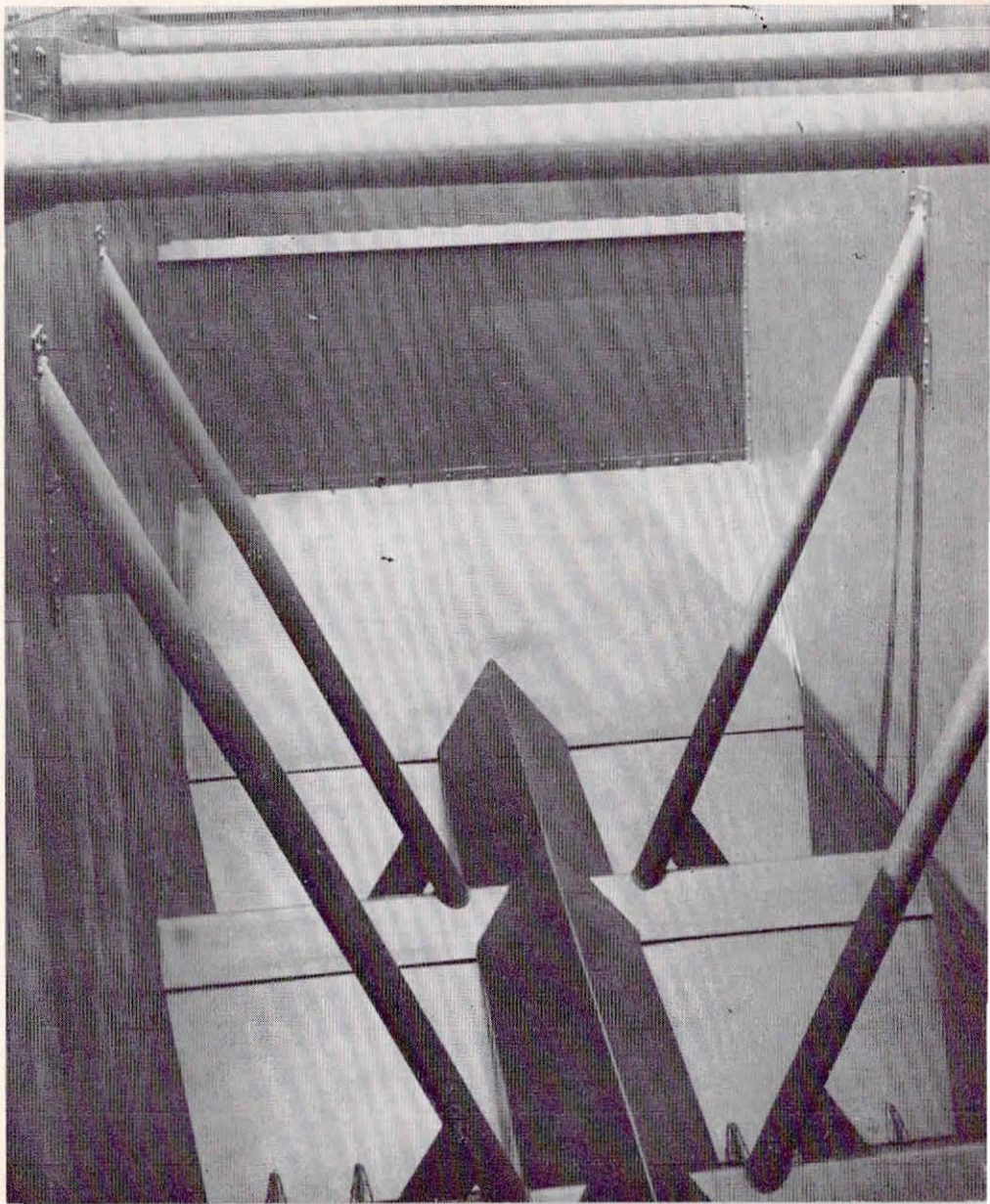
The hopper doors are equipped with assistance springs, developed by Ortner engineers. These spring units cushion the doors as they drop to a fully opened position and hold them while the load is discharged. When the car is empty, the springs balance the doors so they can be closed easily by one man. The center bulkhead permits the car to unload 50 tons of chips at a time to make use of present pit facilities.



72 feet long; inside width is 10 feet. Length of small car is 36 feet.

incentive rates on wood chips

FIRST PRODUCTION CAR was inspected by J. R. Douglass (center), L&N assistant chief mechanical officer. J. L. Ortner (left) and R. C. Ortner (right), are the vice president and president of Ortner Freight Car Co.



SIDES are braced by horizontal crossties, diagonal braces, and bulkhead.

• **Welded design.** The cars are basically of welded design. Considerable use is made of Huck bolts at the connections of side to body bolster and center bulkhead. USS Tri-Ten steel is used for impact resistance, and copper-bearing steel at corrosion points.

The center sill consists of two Z-26, 41.2-pound Tri-Ten sections extending between one-piece cast-steel draft sills. The ⅜-inch body bolster web plates are flanged and welded at the slope sheets and flanged and Huck-bolted at side and stake connections. A 4- x 3- x ⅜-inch angle is applied at the side-sheet connection for an additional row of bolts. Web plates are reinforced over

RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

INDUSTRY LOCATION IN L.A.—I've been reading a short monograph on the location of industry in the Los Angeles area. The author is Professor Dudley Pegrum of U.C.L.A. (which has published the study) and the title is "Urban Transport and the Location of Industry in Metropolitan Los Angeles."

Despite all the hullaballoo about L.A.'s complete surrender to highway transportation, it appears that its industry is still primarily oriented along the railway lines, or not far away from them. Maybe it's still not too late to rescue that community from its advanced case of chronic "scatteritis"—but the time grows shorter as its problem deepens.

The trouble with transportation developments that are financed by government is that billions of dollars become available so quickly that grievous mistakes are made before people find out that they are mistakes. Railroad development, even in its early days, always had the salutary caution of bankers and private investors in the picture—and they usually prevented headlong plunges into serious errors.

IS PORK-BARREL CONSERVATIVE?—I believe the popular magazine Life performed a distinguished public service in its article published Aug. 16, exposing the scandalous pork-barrel expenditures of Congress, especially on inland waterways. This outpouring of billions, although legally unquestionable, strikes me (at least sometimes) as morally not far different from theft. They forcibly take money from you and me and hand it out to their constituents. A sort of Robin Hood operation—except Robin shook down the rich to benefit the poor.

What gets me about these gigantic boondoggles is the extent to which they get support from some alleged "conservatives." And, on the other hand, a distinquished "liberal," Senator Proxmire, is their outstanding opponent. More power to this courageous and conscientious man; and others like him, whatever their political label! Some of our conspicuous "conservatives," I'm told, are quite liberal with my dough (and yours) when it comes to building highways, waterways and airports.

RAILROAD 'SWIFTIES'—I note these gags going around, known as "Tom Swifties," which use an adverb appropriate to the matter being reported. Such as: "Put a torpedo on the rail," ordered the conductor explosively. "I'm calling in the flag," exclaimed the engineer patriotically. "I am deadheading," said the brakeman absentmindedly. "This wheel has slid," declared the car inspector flatly.

It's obvious from the above that I'm not very good at this kind of foolery, but I hope these suggestions will prime the pump and inspire some of the imaginative genius which occasionally peeks into this corner.

LOCOMOTIVE EVANGELIST—A Miss Mary Philbrick of Greenville, S.C., has sent me some clippings from local papers reporting the 95th birthday of David J. Fant, characterized as equally well known in the community as a locomotive engineer and as an evangelist. I have heard of quite a few railroad men who were active in the work of their churches—but not too many who have got far enough involved to mount into the pulpit.

One thing I do feel reasonably sure of is that all of us in and around the railroads would be better off than we are if obedience to the principles of most religious faiths were practiced somewhat more vigorously than they are—but practicing and preaching are sometimes not identical. The serious problems of the railroads (and of America) it seems to me, lie even more in the realm of ethics than of economics.

BUS TRAVEL UP—I see where Moody's Investors Service reports that bus travel, after being on the skids for some ten years, is now on the upgrade again. The improvement is ascribed to faster highways and the abandonment of competing railroad service. In other words, people will do moderately long-haul travel by common carriers other than planes—provided service is reasonably fast and fares are attractive. If the buses can increase their traffic under present conditions, I can see no *inherent* reason why the railroads also could not do it—provided, of course, the likely return would be remunerative.

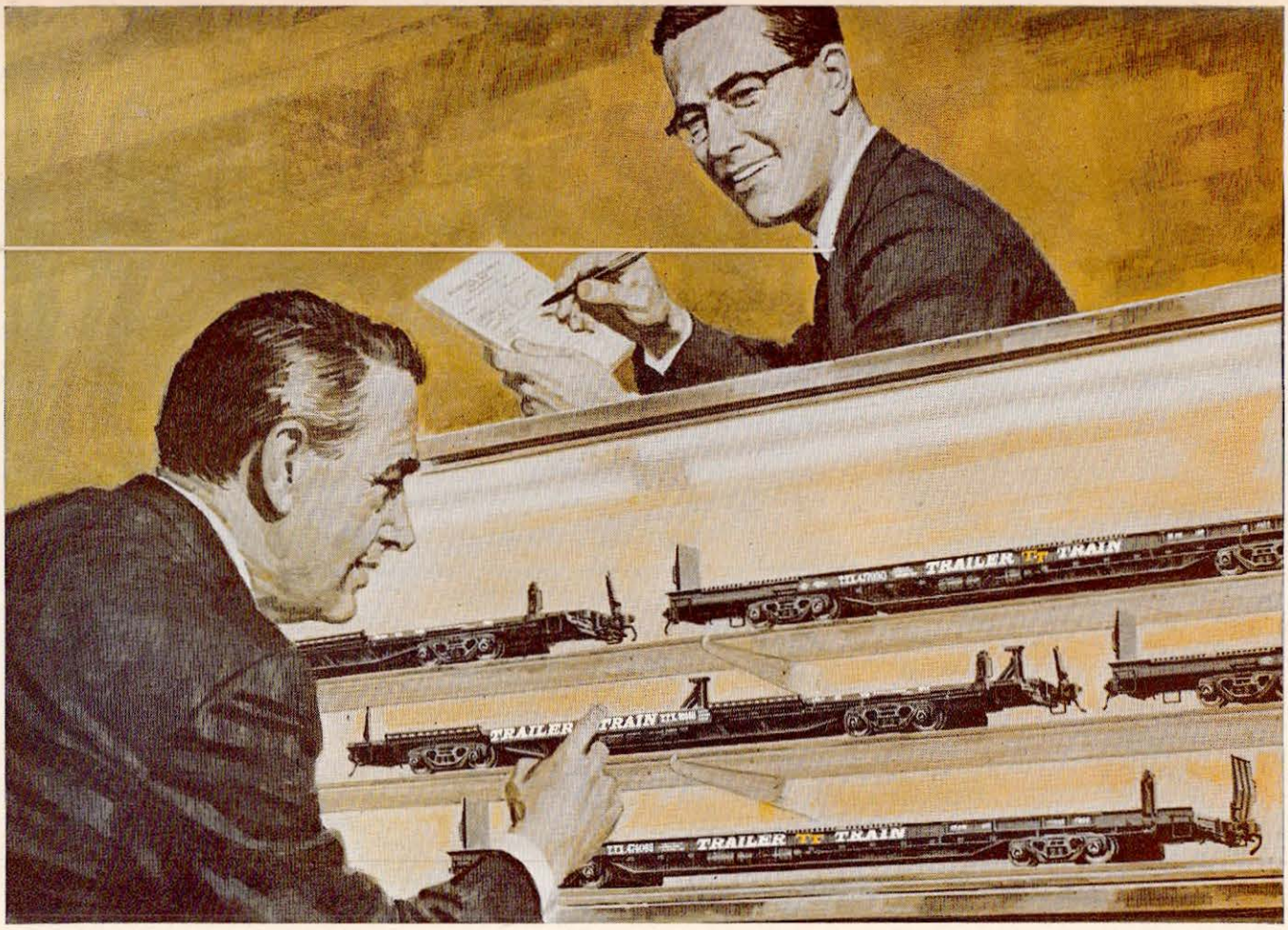
the side bearing columns. The Tri-Ten bolster cover plate extends over the top of the center sill from side sill to side sill. The two bolster web center sill and slope sheet gussets at each end of the car are 5/16-inch plate. The four transverse ridges per car are positioned to support the door hinges and are designed to minimize interference with flow of materials during unloading.

● **Side construction.** The 8-gauge side sheets, pre-crimped to provide more rigidity, are reinforced with pressed-steel hat-section outside side stakes, 17 to each side of a car. A 5- x 3½- x ⅜-inch bulb angle forms the top side angle and extends from corner to corner. Side sills consist of 5- x 3½ x ⅜-inch angles extending between the corner castings. At each of the transverse ridges the side sheets are braced diagonally with 4-inch extra heavy pipe extending from the transverse ridge near the center sill to a point on the side sheet 20 inches below the top chord. The side sheets are tied together with six 4-inch extra heavy pipe crossties per car above each transverse ridge and over the bottom edge of the end slope sheets.

The 3/16-inch upper and lower slope sheets are applied at 40 degrees from the horizontal. The upper slope sheet is reinforced with an angle applied transversely at a point approximately half way between the bolster and end sheet. The slope support angle is braced with two angles extending from the end sill at the center sill. Crossridge slope sheets are 3/16-inch plate applied 40 degrees from the horizontal and riveted at the top edge to the bulkhead sheets.

● **Bolted bulkhead sheet.** The ¼-inch center bulkhead sheet extends from the top of the center sill to 4 inches from the top of the car. The sheet is flanged and Huck bolted to the sides. A 4- x 3- x ¼-inch angle is applied at each side for additional bolting. The sheet is reinforced at the top and intermediately with 4- x 3- x ¼-inch angles applied with the toes welded to the sheet on each side extending from side to side. Sheets are reinforced at the bottom with a ⅜- x 8-inch Tri-Ten plate extending over the center sill from side to side.

There are six pairs of hoppers to a car, each consisting of two overlapping doors on each side of the center sill. The doors are reinforced with a grid structure welded to the outside face. Each door is hinged at the transverse ridge or crossbearer. The doors are locked with hook-type locks and each pair is equipped with a spring to aid in manual closing. The inside hopper sheets are 3/16-inch plate. Longitudinal hood sheets are 5/16-inch plate. The 3/16-inch outside hopper sheets are reinforced on the outboard edges by 3- x 3- x 5/16-inch angles.



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Kansas City Southern
Louisville & Nashville
Milwaukee Road
Missouri-Kansas-Texas
Missouri Pacific
Nickel Plate
Norfolk & Western
Northern Pacific
Pennsylvania
Reading
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Piggyback cars for railroads have been standardized by Trailer Train Company. Thanks to this and the cooperative efforts of the car-building industry, these cars can be "bought off the shelf" . . . put into service immediately.

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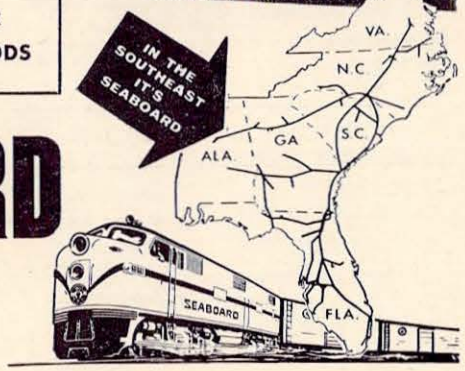
Here are representative examples of Seaboard's incentive rates on canned goods. Similar rates are in effect within a wide territory.,

THE *MORE* YOU SHIP, THE *MORE* YOU SAVE!

	36,000 lbs. Freight Charges		60,000 lbs. Freight Charges		75,000 lbs. Freight Charges	
	Dollars Per Car	Cents Per 100 lbs.	Dollars Per Car	Cents Per 100 lbs.	Dollars Per Car	Cents Per 100 lbs.
Lake Wales, Fla. to Atlanta, Ga.	$223.20	.62	$306.00	.51	$345.00	.46
Plant City, Fla. to Charlotte, N. C.	$234.00	.65	$324.00	.54	$375.00	.50
Orlando, Fla. to Chicago, Ill.	$392.40	$1.09	$600.00	$1.00	$637.50	.85
Bradenton, Fla. to Detroit, Mich.	$399.60	$1.11	$606.00	$1.01	$697.50	.93

SEABOARD'S GROWING FLEET OF INSULATED CUSHION UNDERFRAME CARS IS IDEALLY DESIGNED FOR SAFE HANDLING OF CANNED GOODS



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RAILROAD

THE ROUTE OF COURTEOUS SERVICE

Now, more than 5,000 S.P. Hydra-Cushion cars are giving fragile freight extra protection

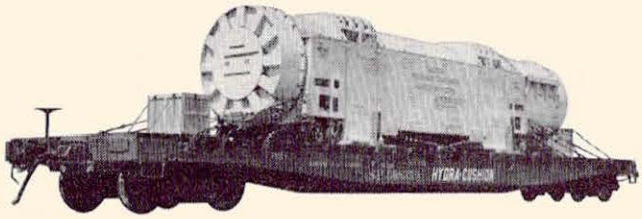
Southern Pacific's huge Hydra-Cushion fleet is growing in variety as well as in numbers.

For example, 1,300 new king-sized box cars are now being placed in service. These

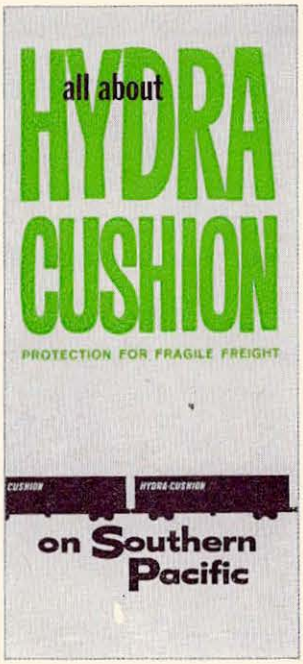
60-foot cars can carry 85 to 90 tons. Payload capacities are 5,563 cubic feet, insulated; 6,038 cubic feet, non-insulated—about 20 percent more than standard 50-foot cars. They all have Hydra-Cushion underframes to blot up impact shocks. Many have movable bulkheads to brace shipments inside. Double doors open to 16 feet for fast, economical loading and unloading.

New king-sized refrigerator cars also have joined S.P.'s Hydra-Cushion fleet. These new 4,000-cubic-foot reefers of Pacific Fruit Express do more than give eastbound perishables a gentle ride. They provide extra protection for westbound dry freight as well.

For extra-large fragile shipments, S.P.'s new Hydra-Cushion flat cars can mean extra economy. For example, heavy machinery often can be moved in fewer sections, with lower re-assembly costs, yet have Hydra-



Cushion protection for delicate parts. These new S.P. flats come in two lengths—60 feet and 89 feet—to carry almost any big load.



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Find out "all about Hydra-Cushion" on S.P. Order extra copies, if you like. Just write Mr. W. G. Peoples, Vice President—System Freight Traffic, Southern Pacific Company, 65 Market Street, San Francisco 5, California. Or get in touch with your nearest S.P. traffic representative.

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Weigh 1108 pounds less per car than steel

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ALUMINUM BULKHEADS

Less deadweight; easier handling; less maintenance; more cargo protection

American railroads and shippers are reaping a 3-way benefit from the new one-piece DF-B Bulkhead made of Reynolds Aluminum by Evans Products Company.

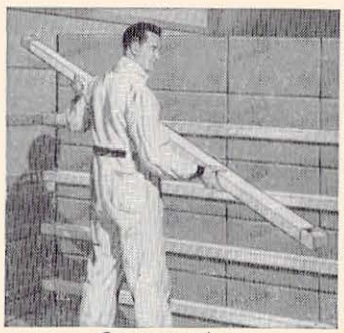
First—aluminum bulkheads are lighter—almost a third lighter than steel. This means more than 1100 pounds extra payload capacity per car. And aluminum bulkheads can be maneuvered and positioned by one man for faster loading.

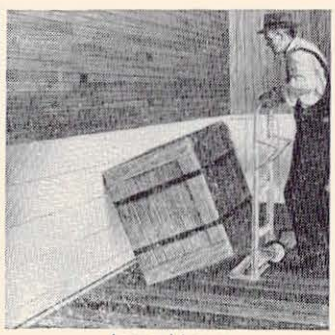
Second—aluminum means maintenance savings. No surface preparation. No refinishing. No rust—ever. The exceptionally long life and high strength-weight ratio of aluminum makes the DF-B Bulkhead practically a lifetime investment.

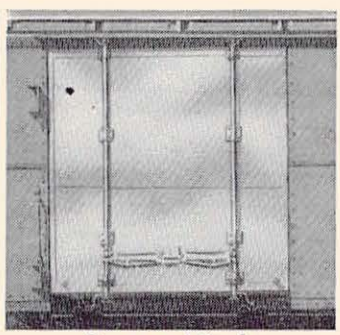
Third—aluminum protects cargos better. The high corrosion resistance, rust-free and insulating properties of aluminum make it ideal for refrigerated and RB cars, as well as for standard freight cars. And the strength of aluminum plus its ability to absorb impact mean better cargo protection. The DF-B Bulkhead has withstood test collisions at 10 MPH supporting 40,000 pounds.

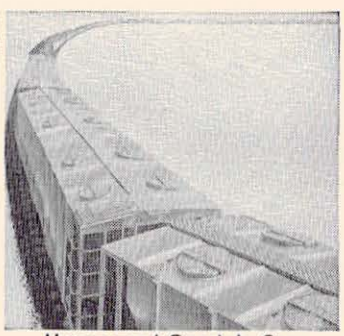
This new aluminum bulkhead is the result of three years development and research by Evans Products Company and Reynolds. For more information on the DF-B Bulkhead, and other money-saving applications of aluminum in railroading, contact your local Reynolds office, or write *Reynolds Metals Company, P. O. Box 2346-TM, Richmond 18, Virginia.*

REYNOLDS ALUMINUM IN RAILROADING—
INCREASING PAYLOADS AND PROFITS—DECREASING MAINTENANCE COSTS


Crossmembers


Inner Liners


Doors and Roofs

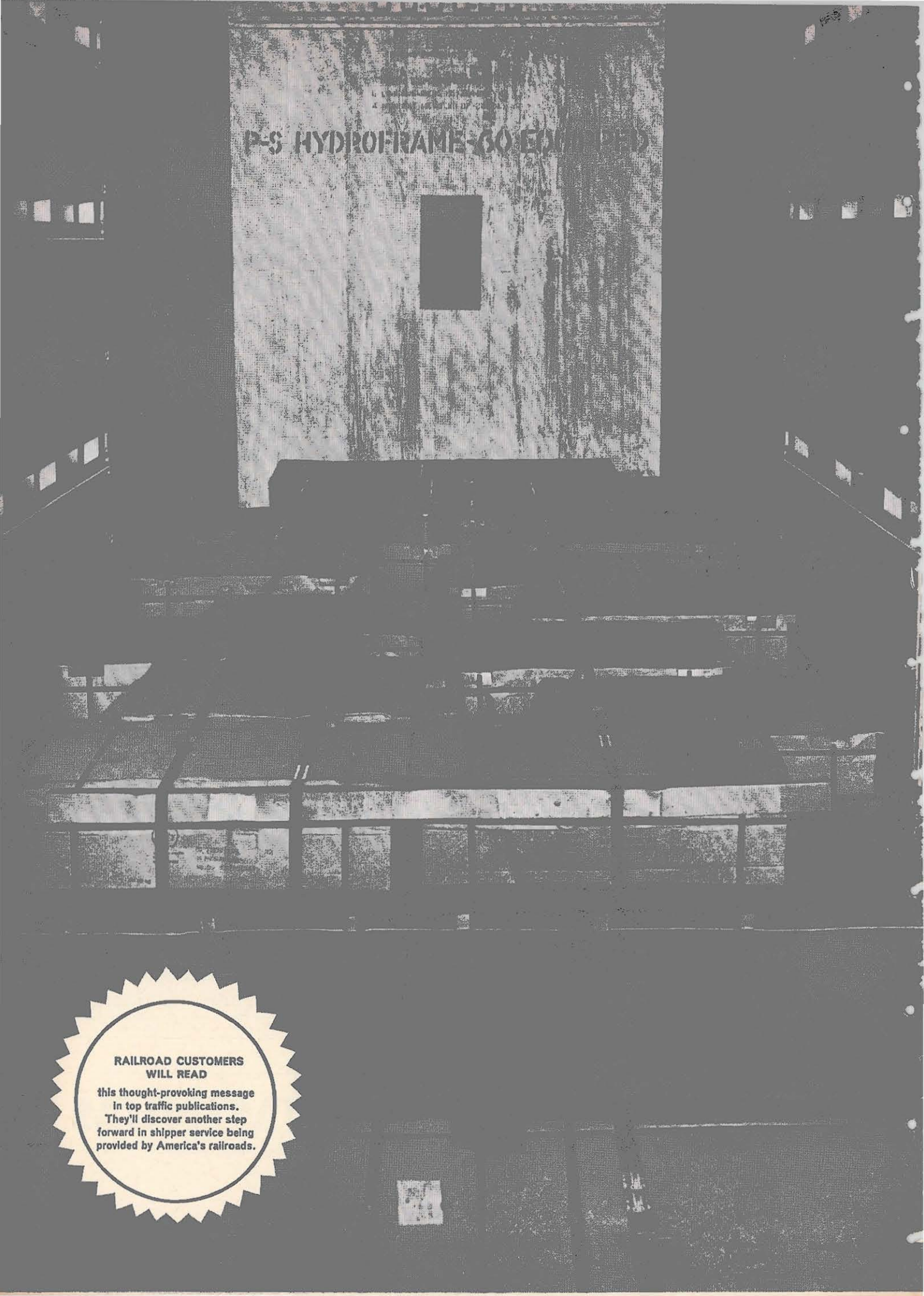

Hopper and Gondola Cars

*T. M. Evans Products Company

DF-B aluminum bulkheads are suspended from overhead traveling beams. They can be locked in any location in the car, or rotated against the wall during loading. Because they're made of strong, lightweight Reynolds Aluminum, they can be easily handled by one man.

REYNOLDS ALUMINUM

Watch the Richard Boone **Reynolds Aluminum Show,** Tuesday nights, NBC-TV.

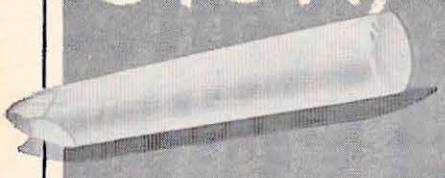


RAILROAD CUSTOMERS WILL READ

this thought-provoking message in top traffic publications. They'll discover another step forward in shipper service being provided by America's railroads.

163,000# LOAD OF LITHOGRAPHED TIN PLATE SHIPPED IN P-S HYDRO-FRAME-60® BOX CAR WITHOUT DAMAGE, WITHOUT SCUFFING!

THE CHALK MARK TELLS THE STORY

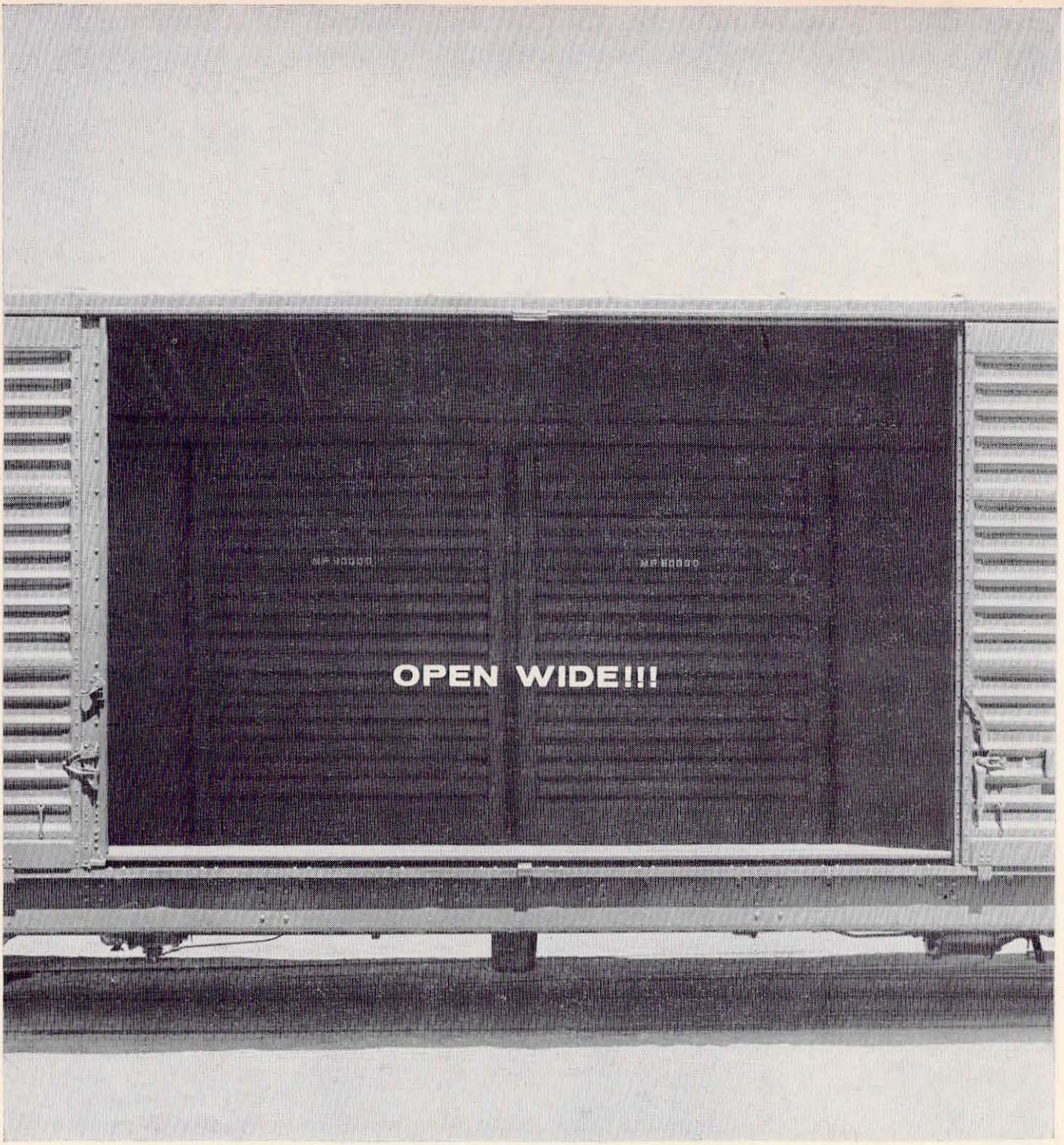


This extra-heavy load was placed in a new 60-foot, 100-ton Hydroframe-60 Box Car at the USS Tennessee Coal and Iron Division mill in Fairfield, Alabama ■ Workmen there drew white chalk marks in front of both sections of the banded, floating load to check for lading shift ■ When the L&N-owned Hydroframe-60 car completed its 828 mile trip to a leading can producer in Texas, the edge of the pallets still rested on the chalk marks (as shown in this photo taken at the consignee's unloading dock) ■ Further inspection of this non-braced shipment revealed that all 36 pallets arrived in perfect condition ■ No crimped corners ■ No scuffed sheets ■ No heavy load retaining bars to remove and replace ■ Results like this are a major reason why Tennessee Coal and Iron relies on P-S Hydroframe-60 Box Cars for maximum and consistent lading protection ■ Over 4,500 thirty-inch, long-travel P-S Hydroframe-60* Box Cars are now available from 17 shipper-conscious carriers ■ Remember to ask for them by name!

PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED
200 S. MICHIGAN AVENUE • CHICAGO 4, ILLINOIS
BIRMINGHAM • PITTSBURGH • NEW YORK • SAN FRANCISCO
J. C. FENNELLY CO., REPRESENTATIVE

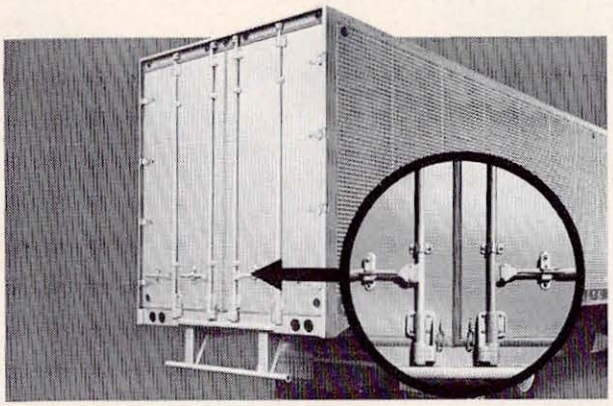
*Covered by U. S. Patent 3,003,436. Other Patents Pending.



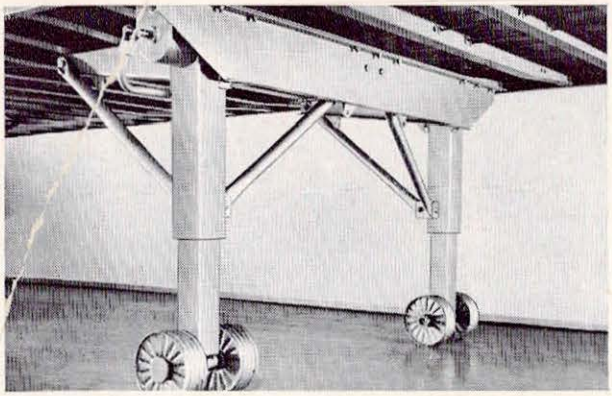
16-ft. sliding doors in Mo-Pac's 800 brawny new 70-ton capacity box cars welcome large and heavy freight. Yet, cushion under-frames handle it with tender care. Reinforced floors can take up to 40,000 lbs. lift-truck axle loading. And this is only part of the more than $100,000,000 invested in new equipment and facilities in the past two years alone to better serve the great and growing West-Southwest. One more reason why Missouri Pacific continues to set the modern pace in transportation!

MISSOURI PACIFIC
TEXAS & PACIFIC

Features That Make Fruehauf's Volume★Van Plus The Most Profitable Trailer For Piggybacking!

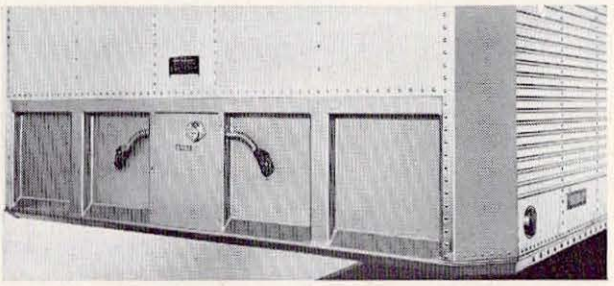


Fruehauf welds door posts, header, rear cross-member, bumper, light boxes and reinforcements into a single structure of tremendous strength and rigidity. Exclusive Super Anti-Rax* Door Latches (circle inset) are stronger than ever. Torsional moment is reduced to less than a third that of conventional latches. The combined rear end strength eliminates the need for "bull boards", thus reducing cost, cutting weight, and adding to inside cube. The two additional lock rods shown are optional.

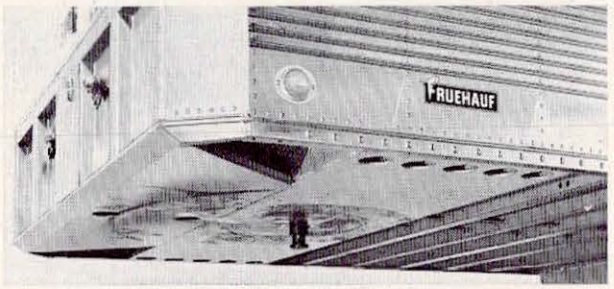


This landing gear, with built-in lubrication, operates with about half the effort of other types. Efficiency is increased 100%. Weight of load on supports is carried by four crossmembers. Square shaped legs prevent rotation and save weight because they eliminate rotation-preventing parts. Floating lifting nuts compensate for uneven loads on legs. Fruehauf's inboard mounting design makes these supports ideal for piggyback operation.

Fruehauf Patent Pending



Integral, heavy-duty front bulkhead* adds tremendous strength to front end, protects color-coded brake connections against damage from close coupling or piggybacking. Heat-treated, heavy-duty extruded aluminum posts above the bulkheads—plus rugged one-piece corner posts—give unmatched strength and safety to the front end.



Fruehauf's wider, flatter low level coupler adds capacity, increases stanchion strength. The king pin is mounted in a sturdy casting, is Magnaflux-tested to insure perfection. Multiple box-section construction assures ruggedness and wide surface box members permit coupling from sharp angles, an aid to faster piggyback loading. Extra strength, safety, and efficiency are yours with Fruehauf Volume☆Vans handling your piggyback loads.

These are just some of the features which make the Fruehauf Volume☆Van Plus the first choice of piggyback operators all over America. Your Fruehauf representative will tell you all the reasons why it's your most profitable investment.

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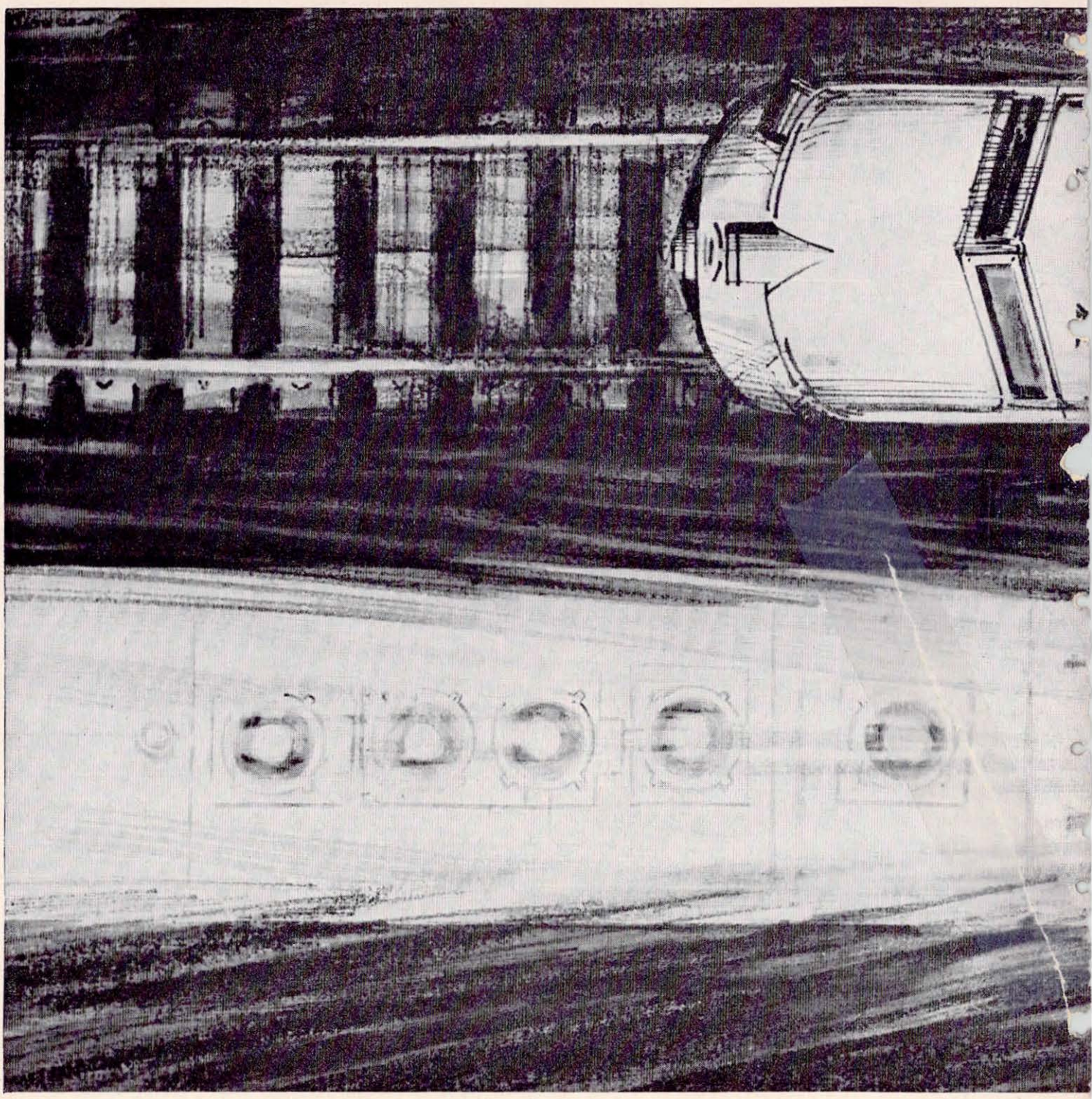
FRUEHAUF TRAILERS

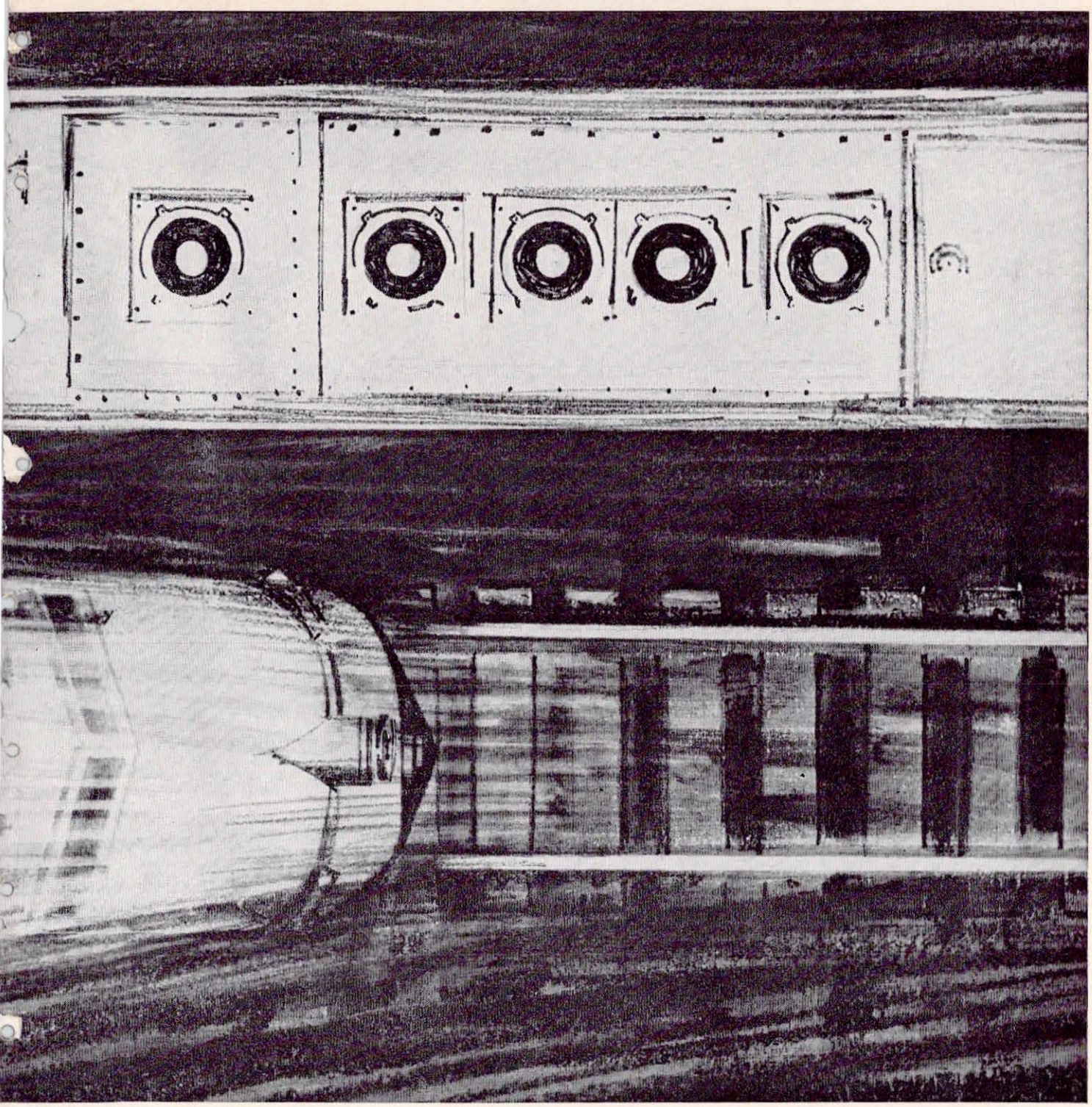
"ENGINEERED TRANSPORTATION"
—The Key to Transportation Savings

TESTS PROVE FRUEHAUFS EXCEED PIGGYBACK STRENGTH REQUIREMENTS!

In recent extensive forward and reverse tests with actual rail car equipment to determine the strains imposed by impact, Fruehauf Trailers and all associated equipment far exceeded specifications of 5 G's with 42,000 pound payload!



automatic meets on the SP



Each manually controlled meet requires 29 timed and perfectly sequenced operator movements. But the automatic train dispatching system on the Southern Pacific, using a Union TCC, automatically clears signals, checks the progress of every train, and makes meets without any operator movements. The dispatcher is freed from routine movements so he can plan ahead and expedite traffic. When an extra-ordinary move is needed, such as the movement of a work train, the dispatcher can check the track diagrams and route the work train without interfering with regular traffic. If necessary, he can take over manual control by pushing a button. □ The Traffic Control Center at Tucson, Arizona, automatically controls 523 miles of single track with 59 passing sidings between El Paso, Texas and Yuma, Arizona. The automatic system is now being extended 114 miles to Thermal, California. Automatic dispatching will also control 102 miles between Fresno and Bakersfield, California. Since installation of the Union TCC, the Southern Pacific has found automatic train dispatching to be an even greater help than first anticipated. □ Union Traffic Control Centers consolidate CTC for greater efficiency and automatic dispatching. Service is faster and reduced operating costs can pay off the system in just a few years. For complete details, contact our nearest district office.

WABCO

UNION SWITCH & SIGNAL DIVISION
PITTSBURGH 18, PA. / Westinghouse Air Brake Company

ACF's HC car, the original Center Flow's big brother, gives more volume for low-density ladings.

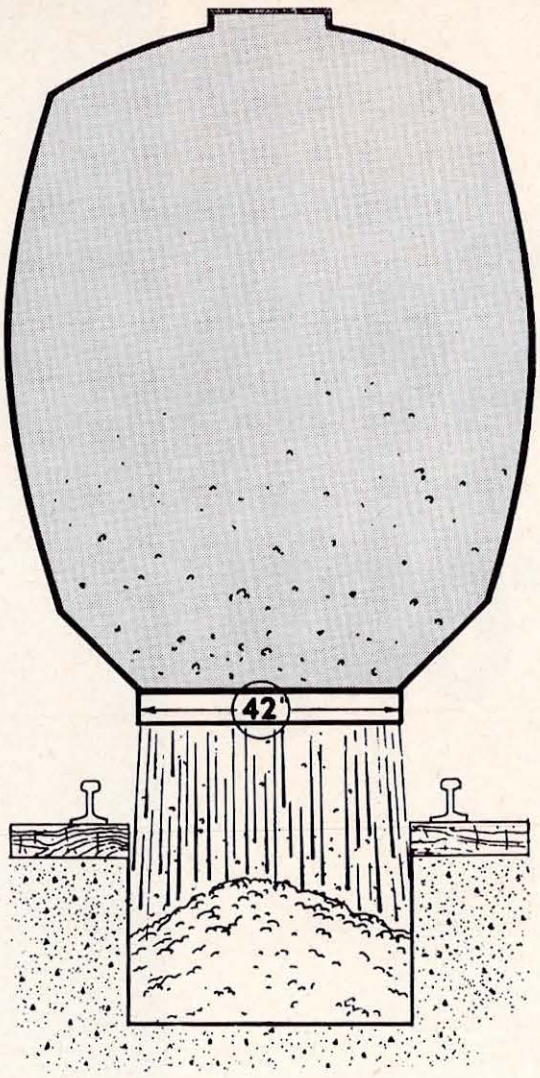
Engineers modified pear-shape design to get more capacity "without sacrificing any advantage."

Shippers get more capacity in HC car

High-cube capacity for bulk ladings built into new line with Center Flow advantages.

High-cube capacity for low-density ladings is the significant feature of ACF's new line of cars for transporting bulk materials. Named for this characteristic, the new Center Flow HC series is being offered in capacities ranging from 4,500 to over 5,000 cubic feet.

Developed and tested by the American Car and Foundry Division of ACF Industries, Inc., the new design is aimed specifically at traffic in the relatively low-weight-per-volume materials class, such as feeds and grains, as well as some plastics and chemicals. "Addition of the new series enables ACF to offer bulk-materials-handling cars in capacities ranging from 2,300 to more than 5,000 cubic feet," Francis H. Boland, ACF vice president and division manager, said in announcing the new line on October 28.



OPTIMUM OUTLET size for between-the-rails unloading is 13 inches by 42 inches as determined by ACF research on existing receiver facilities.

● **Thorough tests.** A prototype Center Flow HC car built at ACF's Huntington, W. Va., plant has been put through rigorous tests to prove its structural integrity. The empty car was subjected to a static squeeze test exceeding the 800,000-pound AAR requirement. Single-car impact tests were conducted at the company's St. Charles, Mo., Technical Center beyond the required 1,250,000-pound coupler force. Dynamic squeeze tests were also performed at peak coupler forces beyond the required 1,250,000 pounds. All were completed without producing any failures in structural members or in the welds.

In developing the HC car ACF has been guided by the proposed new-car-design criteria now under study by the AAR Mechanical Division. The prototype car's configuration was also built to meet the clearance limits of the new Plate "C" for high-capacity cars just approved through letter ballot voting of AAR member roads.

The HC series is a modification of the pear-shaped Center Flow car introduced two years ago, of which there are over 2,700 in service or on order. The original design will continue to meet requirements for cars of 2,300 to 4,000 cubic-feet capacity. Both designs can carry up to 100 tons payload.

● **Wider at top and bottom.** In comparison with the original Center Flow design, the HC car has been widened at the top and at the bottom. "The increase in carrying capacity of the Center Flow was accomplished by revising the car to increase the cross-sectional area without sacrificing a single important advantage of the original pear-shape design," Mr. Boland said.

The major advantages claimed are its clean bore, light weight, fast unloading, ability to carry a variety of materials without contamination in its separate compartments, and high cubic capacity. The HC car, like the original Center Flow, also utilizes only stub-end center sills, permitting use of unobstructed center-line outlets.

● **Optimum outlet size.** On the basis of field research, the unloading outlets have been made 13 by 42 inches, 18 inches wider than the outlets in the original Center Flow design. ACF research established these dimensions as the optimum outlet size compatible with existing receiver facilities and for between-the-rails unloading.

The first Center Flow HC car to go into production will have a capacity of 4,650 cubic feet and a light weight of approximately 65,000 pounds. With 6½-inch by 12-inch axles permitting a total rail load of 263,000 pounds, the payload will be almost 100 tons, depending on the light weight achieved.

The car will be 41 feet 3 inches between truck centers, 51 feet 1¾ inches over strikers and built to Plate "C" limits with a maximum height of 15 feet 6 inches and width of 10 feet 6 inches.

Steel strong

dirt cheap

more strength . . . more capacity

buys a pound of USS COR-TEN Steel delivered

In the city, 10¢ buys a pound of window box dirt. You pay the same for a pound of USS COR-TEN Steel delivered, and it's not garden variety. It gives you more strength, stiffness and durability per dollar than any competing metal. COR-TEN Steel combines a minimum yield point of 50,000 psi with a modulus of elasticity of 29,000,000 psi.

What other advantages do you get with USS COR-TEN Steel?

- ☐ **Weight reduction** is one of the most important. COR-TEN Steel is the original weight-cutting high strength steel that can trim off excess poundage from your cars.
- ☐ **Extra payload capacity** can be built into your cars. This quickly pays for most extra steel cost. Jumbo cars in particular need the extra strength and ruggedness of COR-TEN Steel.
- ☐ **Longer car life is certain** with USS COR-TEN Steel. It not only takes the battering of coal and rock but has 4 to 6 times the resistance of carbon steel to atmospheric corrosion. Many of the original COR-TEN Steel coal cars built in the 1930's are still in service.
- ☐ **Costs less to repair.** Compared to other lightweight construction, repair costs have averaged much less for COR-TEN Steel because it is more resistant to rough handling, abrasion, denting and deformation.
- ☐ **Paint lasts longer.** Double paint life is a common occurrence because of the inherent nature of COR-TEN Steel. (A tight oxide coating prevents severe flaking.) COR-TEN Steel actually paints itself to retard further corrosion.

USS Family of Steels. You can now get USS Steels with minimum yield points ranging from 33,000 psi to 100,000 psi. Steel can do a reliable job better and cheaper. Our experienced materials engineers are available to help you with new design information. Write for information to United States Steel, Room 6920, 525 William Penn Place, Pittsburgh, Pennsylvania 15230. USS and COR-TEN are registered trademarks.

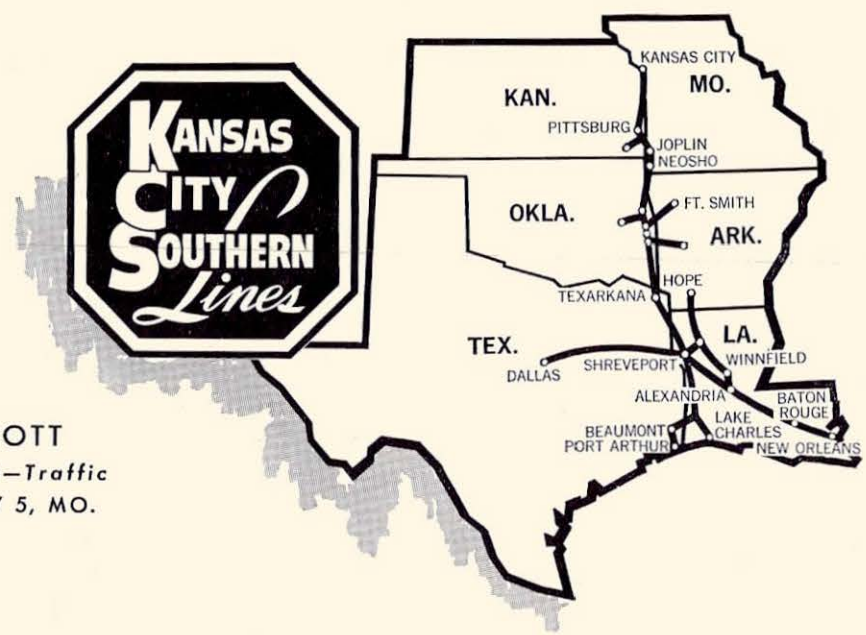
United States Steel USS

we're NOT perfect

Now and then we blush and admit we've fouled up a shipment . . . then do everything possible to make amends!

No, we're NOT perfect—but, to be perfectly frank, our constant effort is to give every shipper the kind of service he expects and deserves!

After all, sir, we do want to get...*and keep*...your business!



KANSAS CITY SOUTHERN Lines

J. W. SCOTT
Vice-President—Traffic
KANSAS CITY 5, MO.

Shippers may OK hike in demurrage, but . . .

Suggestions by industrial traffic men for increasing the nation's effective car supply range from increased demurrage assessments to improved service both at terminals and over the road.

OCTOBER TRAFFIC POLL

PROPOSITION

Testimony at recent hearings on AAR-proposed changes in demurrage rules and charges indicates substantial shipper opposition to the new plan. A number of witnesses objected, in particular, to what they called undue emphasis on shipper detention of cars as a factor in less than optimum car utilization. Some shippers declared they would not protest an increase in car demurrage penalty assessments if other provisions — free time, the monthly averaging rule, weekend and holiday provisions—were left untouched.

QUESTIONS

1) Do you believe that a reasonable increase in demurrage penalty assessments is justified in the event other rules should [illegible]

Yes 33
No 10

2) In your opinion, what specific contributions to better car utilization can be made (a) by shippers and receivers and (b) by the carriers themselves? (See text for replies.)

Freight-car utilization continues to be one of the most pressing problems confronting the nation's shippers and railroads. Solutions to the problem have been offered almost literally by the dozen. One suggested solution is to increase demurrage charges.

● **Reasonable increase.** More than 75% of the shippers responding to this month's Traffic Poll would not object to a "reasonable" increase in demurrage charges. However, to make such an increase palatable, there would have to be no change in present arrangements for free time, the monthly averaging rule and weekend and holiday provisions.

Most respondents who indicated they would not object to an increase in demurrage charges stressed the word "reasonable." Others gave only qualified approval to an increase.

● **Two-way street.** R. W. Harrell, traffic manager, West Point Manufacturing Co., West Point, Ga., for example, said he would be agreeable to a "reasonable increase" in demurrage penalty assessments "provided the carriers agreed to refund to persons paying freight charges the same amount per day for delays when the carriers failed to deliver in the scheduled time." A similar point of view was expressed by Wallace R. Hofer, traffic manager, Olympia Brewing Co., Olympia, Wash. "Until carriers can regularly maintain or guarantee their schedules," he said, "shippers and receivers must time their deliveries based upon the slowest actual in-transit time in their experience. Shippers and receivers should not be penalized by a reduction in their free time for unloading. If anything, free time should be extended, rather than reduced, under the present irregular performance [by carriers]."

● **Cars are not warehouses.** Mr. Hofer was one of several respondents who deplored the use of freight cars as warehouses. "Demurrage charges," he said, "should be at a punitive level which would discourage shippers and receivers from using a carrier's equipment for planned storage. If it is less costly to store a commodity for short periods in a box car than to construct a warehouse, under present-day high construction costs, it is only good business to take advantage of the lower cost available."

A. M. Tesnow, traffic manager, Manufacturers Association of Erie, Pa., commented: "I cannot agree that the emphasis on shipper detention of cars as a factor in less than optimum car utilization is undue. Too many who make this claim are reluctant to admit lack of control, so long as management can point to the difference between the cost of car detention vs the cost of loading or unloading. . . . Detention penalties should be increased, and all other rules (free time, average agreements), left as they now are. As long as detention penalties are cheaper than labor costs, shippers and receivers will continue to warehouse in railroad equipment."

● **Direct routing.** Elimination of circuitous routing would—in the opinion of R. G. Scearce, traffic manager, Apple Growers Association, Hood River, Ore.—preclude railroads from being used as warehouses for certain industries. E. A. Stoker, traffic manager, Amalgamated Sugar Co., Ogden, Utah, who also decried shipper and receiver use of freight cars as warehouses, added that railroads, to effect better car utilization, should "really do something besides talk to eliminate delays in terminals."

F. T. Day, traffic manager, Warner & Swasey Co., Cleveland, Ohio, said he looks at demurrage "as a penalty charge for unreasonable delay of cars by shippers and receivers." Therefore, Mr. Day believes "demurrage rates should be high enough to discourage shippers and receivers from using cars for warehouse purposes." Shippers and receivers should know their freight-car needs precisely and "not use cars as warehouses," commented B. Jendrysik, traffic manager, Admiral Corp., Chicago.

Another industrial shipper who censured use of freight cars as storehouses was A. Sarkis, traffic manager, Crucible Steel Co. of America, Pittsburgh. E. E. Wyatt, consultant, Continental Grain Co., Houston, Tex., said that a nominal increase in demurrage charges might prove to be "a sufficient penalty on those consignees making use of carriers' equipment as storage facilities."

● **'Do unto others . . .'** Observance of the golden rule, by shipper and receiver alike, would go far toward improving freight-car utilization, said R. R. Rabon, traffic manager, Campbell Taggart Associated Bakeries, Dallas, Tex. The same end would be served, he added, if railroads improved their terminal and over-the-road service.

Mr. Rabon submitted his own suggestions for reasonable demurrage charges, rules and regulations. He would continue the present 48-hour free time for unloading, the present exemptions

for Saturdays, Sundays and holidays, and the present Average Demurrage Agreement (Rule 9), which permits a shipper or receiver to average his detention time over a month. His proposed new demurrage charges follow: The first and second days would be free; third and fourth days (Saturdays, Sundays and holidays excluded), $4.40 each; fifth and sixth days (with the same exclusions), $8.80 each; seventh and eight days (Saturdays, Sundays and holidays not excluded), $17.60 each; ninth and tenth days (also not excluding weekends and holidays), $27.50 each; all succeeding days (again not excluding weekends and holidays), $27.50 each.

● **Different cars, different rates.** Two respondents to the Poll recommended that demurrage charges be scaled according to the type of equipment involved. "Increases in demurrage charges would not be justified for all types of equipment," said R. M. Boyd, director of traffic and transportation for the Pittsburgh Plate Glass Co., Pittsburgh, Pa. "With the advent of graduated per diem, consideration should be given to demurrage charges graduated according to the value of the equipment used."

Mr. Stoker of the Amalgamated Sugar Co., Ogden, Utah, said "any change in demurrage penalty asessments should be limited to special equipment, such as Airslide cars, etc."

Demurrage and per diem

An increase in the per diem charge, said Mr. Scearce (Apple Growers Association), would increase car building by some railroads, with a consequent improvement in the freight-car supply. N. C. Zollar, general traffic manager, Lincoln Electric Co., Cleveland, Ohio, suggested that "demurrage charges be the same as the new per diem charges proposed for national usage in 1964, based on the value of the car. If it is a $7.00 a day per diem car, make the demurrage charge $7.00 per day. In this way, shippers would pay for what they use, and all on a uniform, nationwide basis, easily understood." An increase in the per diem rate, said Paul Haworth, traffic manager, Fred Rueping Leather Co., Fond du Lac, Wis., would enable what he called "improvident railroads" to play their proper role in replacing cars "so that the national supply of cars will increase instead of decreasing."

Another specific suggestion for a change in demurrage charges came from Leonard Borman, traffic manager, Carson Pirie Scott & Co., Chicago. "I believe," he said, "that a change in demurrage charges from the present scale to $4.00 per car per day for the first three days, $8.00 for each of the next three days, and $16.00 per day thereafter, would serve the purpose."

● **Better service.** Many shippers said car utilization would be improved if railroads corrected yard and terminal delays. E. M. Burk, traffic manager, Wyatt Industries, Houston, Tex., said "there is entirely too much lost time and motion in the terminals. We see examples of this almost every day. I think that concentration by management on improvement in the efficiency of their yard crews would probably do more than any other single thing to improve the situation." Other respondents who cited terminal delays as an important contributing factor to low car utilization were Mr. Tesnow (Manufacturers Association of Erie, Pa.), and J. J. D'Arcy, general traffic manager, Congoleum Nairn Inc. "The number of days wasted in car handling in terminals is preposterous," Mr. D'Arcy said.

"Carriers lose many days through excessive delay in handling cars through terminals and junction points," said John A. Faller, director of traffic, Libby-Owens-Ford Glass Co., Toledo, Ohio. "At Toledo," he added, "it is not unusual for a car to require two or three days to move out of town onto the mainline road." Donald A. Del Vitto, rate analyst, American Radiator & Standard Sanitary Corp., New Brunswick, N.J., suggested that the effective car fleet would be enlarged if carriers improved their terminal handling, schedules, service and preventive maintenance on equipment. Carriers should "think in terms of adopting incentives," Mr. Del Vitto said, "rather than extrem- penalties, for efficient car utilization by shippers and receivers."

● **Clean cars.** If the carriers furnished clean and better-conditioned cars, requiring no unloading delays, the car-utilization rate would improve, said Arthur C. Roy, general manager-traffic, Pennsylvania Glass Sand Corp., Pittsburgh. Also, Mr. Roy added, prompt switching of empties after they are unloaded would help to alleviate the car shortage. Receivers, he said, should completely unload all cars, including removal of such things as bracing. "Carriers should properly police the unloading and after repeated . . . violations should refuse to remove the cars until they are completely unloaded —such cars remaining on demurrage."

L. E. Galaspie, director of transportation, Reynolds Metals Co., Richmond, Va., called for carriers to maintain their schedules. "More car days are lost," he said, "by poor service rendered by carriers than are lost by shippers and receivers. A side benefit to carriers maintaining good service would be a return of lost business."

CTA will buy North Shore right of way

Chicago commuters stranded by abandonment of the Chicago North Shore & Milwaukee earlier this year will get another chance to ride the rails into the city. Chicago Transit Authority announced this month it will buy the defunct North Shore's right of way between Chicago and Skokie, Ill., for a high-speed shuttle service—a demonstration project which may lead to other extensions of Chicago's rapid-transit system.

"The objective of the proposed project," said George C. DeMent, CTA chairman, "is to determine whether a rapid-transit extension, with convenient nominal-rate all-day parking at its outer terminal, will induce a substantial volume of motorists to travel by grade-separated rapid transit."

● **Park-and-ride plan.** The village of Skokie has agreed "informally" to provide and maintain a 500-car parking lot at the Skokie terminal, Mr. DeMent said. The park-and-ride shuttle will take commuters from Dempster Street in Skokie to Howard Street in Chicago in 6-7 minutes. Riders can transfer at Howard Street to the CTA elevated service. Trains will run at 10-minute intervals from early morning until late evening. No service will be provided at night.

The plan reportedly calls for use of three new rapid-transit cars being built for CTA by Pullman-Standard. The cars would operate non-stop between the two terminals at 60 mph.

"The next step will be for CTA, with approval of the Board, to file an application for federal aid," Mr. DeMent said. "Under the Urban Mass Transportation Act of 1961, federal aid in defraying operating expenses may be granted to approved transit service demonstration projects."

● **Service in 1964.** If CTA follows through on the project, service probably would be initiated in early 1964. CTA's decision apparently hinges on the participation of the federal government and Skokie.

CTA will pay $2 million for the North Shore property, but it will receive $300,000 from Commonwealth Edison Co. in return for granting perpetual rights to the utility, which operates power transmission lines along the right of way.

LCL freight-handling at Tampa is speeded up through the Coast Line's use of automated equipment.

ACL finds profit in LCL plan

The fast, new service is giving truckers a run for the money.

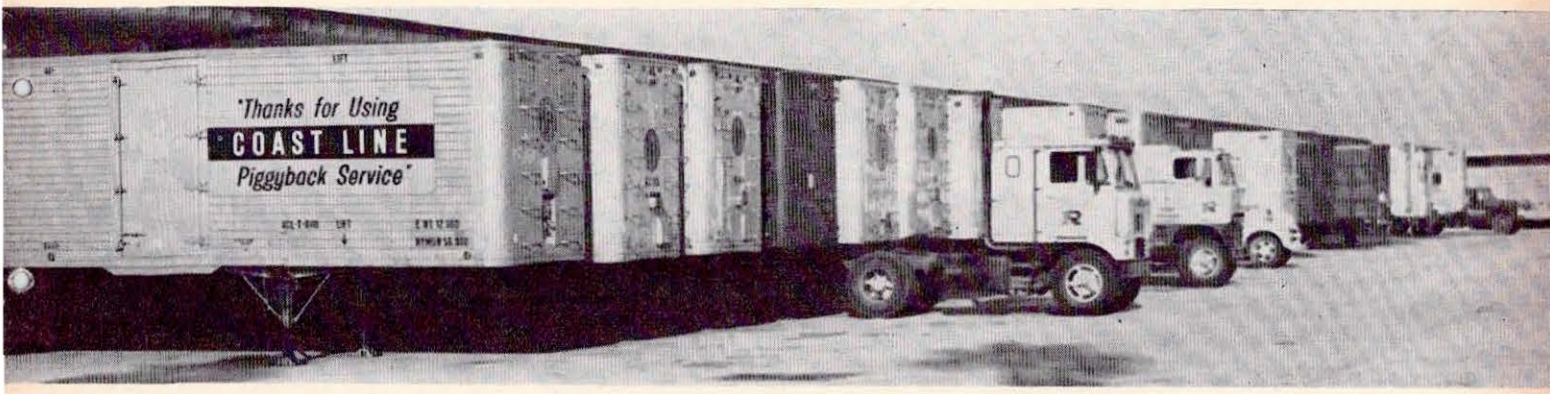
Despite the widely held opinion among railroad men that it's no longer possible to meet truckline competition on LCL traffic, the Atlantic Coast Line is proving that it can be done—and profitably, too.

Since last January the ACL, through its wholly-owned subsidiary, the Seacoast Transportation Co., has been making a determined bid for LCL traffic. In a short time—through overnight service and intensive, intelligent selling—large quantities of LCL traffic have been regained from the trucks.

During the first six months of 1962, for example, the monthly total of LCL freight handled at the Jacksonville freight station averaged 1,000 tons. Although the new service was limited to certain Florida points for the first few months of 1963, the monthly average for the first six months of this year was 2,500 tons.

While these figures were indeed gratifying to the railroad, the really overwhelming figures did not begin to show up until last June, after service had been extended to include Atlanta and a number of south Georgia points. Figures for June show Jacksonville's LCL traffic jumped to 3,000 tons, compared to the 1,100 tons handled in June 1962. In Tampa that month, LCL traffic increased to 2,000 tons, more than doubling the 900 tons recorded in June 1962.

● **Other stations show increases.** And the story was the same at all major stations in Florida and Georgia, as well as at many of the smaller stations



ACL piggyback trailers—a vital link in the chain of fast transportation that is moving LCL traffic.

'There's no limit to the amount of LCL the railroads

in those states. While figures since June are not available, officers of the Seacoast Transportation Co. are convinced that the increases were far greater than they were in June. In addition, there is an ancillary benefit of importance to the operating ratio. While the railroad continues to handle some LCL freight in box cars, the new service has permitted the elimination each month of some 50 lightly-loaded LCL cars that were unprofitable.

Initially, Seacoast inaugurated the new LCL service between Florida points only. For two months before beginning operations, numerous visits were paid to all the freight stations that were to be involved and explanations made as to how the business should be handled. At first, overnight service was inaugurated between Jacksonville and Tampa, serving Orlando and Lakeland en route. This was expanded until all stations on the Jacksonville-Tampa line via Orlando were covered. Then, since Jacksonville is an important distribution center for South Georgia as well as Florida, stations in south Georgia were added. Gradually, the number of stations was increased until the list now includes some 75 stations in Florida and 50 in south Georgia. Importantly, the expansion of the service was held to such a pace as to insure that overnight or second morning service, as the case might be, could actually be rendered without any slip-ups. Over the years, industrial traffic managers have been besieged with so many "new and expedited" LCL service programs by various railways—only to find that the promises weren't made good—that they've become somewhat "gun-shy" on the subject.

● **Piggyback joins in.** For the first few months, the new service was entirely an over-the-road operation, using some of the more than 500 trucks already owned or contracted for by the railroad. Then the new LCL plan was tied into the piggyback service, with special regard to the TOFC trains already operated between Chicago and Jacksonville, via Atlanta, and the same type of trains operated between Florida and eastern points. The use of trailers for the LCL business—and loading them in Atlanta for handling on the TOFC trains between Jacksonville and Chicago—made possible overnight service between Atlanta and Jacksonville. Set-outs from these trains at distribution points permitted overnight service from both Jacksonville and Atlanta to all ACL stations in south Georgia through joint rail-highway operation, including this service between Savannah and Atlanta. South of Jacksonville, in connection with existing operations, it opened up a large number of central and south Florida points to second morning delivery to and from Atlanta.

● **Faster-than-passenger speed.** The TOFC train operated between Chicago and Florida by the Chicago & Eastern Illinois to Evansville, the Louisville & Nashville to Atlanta, and the ACL beyond is among the fastest freight trains in the country, supplying second night delivery between Chicago and Florida. It makes the run on the Coast Line between Atlanta and Jacksonville in less time than the Chicago-Florida passenger train operated over the same route, despite the fact that the TOFC train makes set-outs en route. The centers for these set-outs and subsequent over-the-road hauls are at Fitzgerald and Waycross, Ga., from which points stations in Georgia are served, together with one Alabama station, Dothan.

Fast Florida service

South of Jacksonville, the same sort of fast freight schedules are maintained. Two TOFC trains make the run in each direction between Jacksonville and Tampa, 258 miles, in 6½ hours, with set-outs in Orlando and Lakeland. Perhaps the most spectacular feature of the entire new LCL service is the second-morning delivery between Chicago and Fort Myers—664 miles apart.

The solid TOFC trains between Jacksonville and eastern points are also being used to supply fast LCL service, although in a somewhat different manner. A number of northern firms are now shipping trailers to Jacksonville, on either Plan II or Plan III piggyback service. On arrival at Jacksonville, the freight that is destined to points beyond in less-than-trailer lots is re-billed to south Florida points and accorded the new fast service. Arrangements are just about complete for including south Georgia stations in this same operation. One or two firms are also using box cars which break bulk at Jacksonville under the same method of handling, the variegated freight in the box cars moving under "freight-all kinds" rates.

● **Expansion being planned.** The Coast Line is so thoroughly sold on the feasibility of bringing large and profitable amounts of LCL traffic back to the rails that inter-territorial arrangements are being taken up with other railways. Tariffs have already been filed on one such inter-territorial arrangement. It will tie in the ACL's fast, over-the-road service between Florida points with a truck line prepared to offer similar fast service to most Ohio points. The bridge between the two services will be a rail haul between Atlanta and Cincinnati, in connection with the Louisville & Nashville. This unique tie-in will involve either rail or over-the-road service to and from Jacksonville, via ACL trains or trucks, then all-rail TOFC between Jacksonville and Cincinnati, followed by trucking company service in Ohio.

Last week, Seacoast Transportation Co. signed rate concurrences, effective Nov. 20, with the Preston Trucking Co. of Preston, Md., and Adley Express Co. of New Haven, Conn., for rail service to and from Richmond, Va., and over-the-road service to all intermediate points between Canada on the north and Buffalo and Pittsburgh on the west.

The expedited piggyback service will go into effect on Dec. 2. On the same date, ACL will open up South Carolina, North Carolina and Virginia to the same service that is now covering Florida and Georgia. Through connections with the L&N at Atlanta, ACL will tie-in to new piggyback service being extended by the L&N to all major cities on its route.

Current research is also pointed toward the possible application of containerization to this new LCL service where such operations would be efficient. Studies are now under way also to extend the service to Coast Line stations in the Carolinas and southern Virginia. Plans are also being discussed with many connecting railways for interline service.

"From our experience," a Coast Line spokesman said, "there's just no limit to the amount of LCL freight the railways can win back from the trucks—and still leave the car forwarders' business intact or increased."

● **LCL 'Blitz campaigns.'** The Coast Line has not made the mistake of inaugurating the service and then saying to the traffic solicitors: "Here it is. Now go sell it." Instead, there has been a good deal of executive effort and thought put into the proper manner of selling the new service to skeptical shippers. A series of "blitz" campaigns being used have proved to be markedly successful. First, local newspapers are advised of the impending new service both through editorial releases and in advertising. This is followed by a direct mail campaign to a list of 12,000 shippers (carefully selected as large users of LCL service on various modes of transportation).

Then a sales executive of the Seacoast meets with the local ACL traffic men and possibly a Seacoast salesman for a kick-off breakfast. Seacoast conducts a constant "Sell LCL" campaign

can win back from the trucks'

among ACL traffic solicitors. The outstanding success of the plan—now evident in every Georgia and Florida freight station—has really sold the idea better than anything else.

Prior to the breakfast where the sales plans are explained, the territory has been mapped out and each man is assigned a given area. If the territory has a large number of prospects, traffic solicitors from other areas are brought in to augment the local sales force. Each representative is not only armed with the new schedules—he has also been thoroughly indoctrinated as to the advantages of the service to the shipper.

He has been instructed as to the details of the various plans the shipper may use to take fullest advantage of the service.

These "blitzes" have been quite effective in combating the skepticism of industrial traffic managers who have become inured to previous LCL proposals that didn't work out. The word on the ACL that is getting around is that this is a service that can be depended upon. In fact, one shipper has been able to close a small Florida warehouse and other firms are considering similar action because the service has proved to be so dependable.

• **Going after business.** While the ACL's figures are the result of many things, one of the principal reasons for the railroad's success is the refusal of either the management or employees to succumb to an attitude of defeatism. Whether it's passenger business or freight business, the ACL "salesmen"—from President W. T. Rice down to the freight handlers—are imbued with the idea that, with proper service and sales, their railway can go and get it.

A potent sales force is the employees themselves. The increased business is supplying many new jobs at freight stations, and employee morale is high. With a vastly increased tonnage, coupled with the Coast Line's continuing station improvement program (Railway Age, Aug. 12, p. 21) the men feel the road is on the move. They are talking up the new LCL service everywhere. In the case of the ACL's truck drivers, this has been particularly effective in bringing in new business.

One outstanding feature of the sales campaign has been the amount of business secured from the shippers in plants and warehouses in off-rail locations. Many have been doing all their shipping by truck, shipping LCL freight in large quantities. Railway traffic solicitors, understandably, haven't been calling on these people, but Coast Line salesmen are visiting them now and are getting new business.

Claims have not increased in anything like the proportion of increased tonnage. The number of times a shipment is handled has been reduced and, as a freight checker put it: "They hardly stay here long enough to touch the floor." These factors have kept claim payments down. Finally, the routing of a large number of piggyback and carload shipments can be traced directly to this new service. Such business has been coming from shippers who hadn't used the rails for years—until this new service was made available to them.

Skill from schooling

Preparing men for new demands of railroading is a job for management and unions, an apprenticeship conference was told.

Railroad union leaders are sending their journeymen back to school. Responding to predictions that a new breed of railroad craftsman will be needed to cope with equipment innovations, the unions are urging their members to participate in skill improvement programs—and they're seeking management's help with the retraining task.

The problems ushered in by the changes taking place in motive power, rolling stock and railroad shops were outlined early this month at a meeting of the National Railroad Apprenticeship Conference in Chicago. The reason for the unions' concern was summed up by J. R. Osman, Rock Island general superintendent of motive power and equipment. "The future," Mr. Osman told the NRAC delegates, "is going to bring a need for a smaller number of vastly more skilled master mechanics. . . . We will need a superior breed of mechanic who will have to be able to grasp the function of the unit he works on. . . . Tools will be used that we can't even imagine yet."

• **Maintenance picture changing.** The trend toward more power from fewer locomotive units and more capacity from fewer cars will continue,

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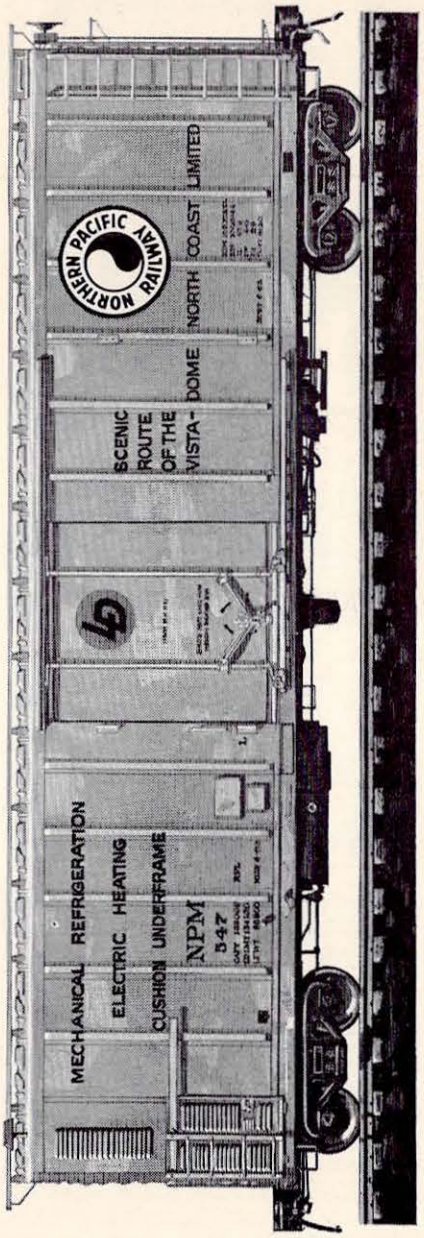

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Mr. Osman predicted. The result will be a "lesser number of maintenance personnel and facilities." Motive power trends, he added, point to an emphasis on "current running maintenance, rather than heavy shop repairs. The tax schedule encourages early retirement rather than rebuilding. There is an indication that the plan is to run a locomotive 14 or 15 years, then take the torch to it instead of giving it a major overhaul. Builders are looking for a 14-year replacement market."

For labor, Mr. Osman stated, this will require more training through formalized education, classroom instruction, correspondence courses, and the educational facilities of locomotive and car builders, "all supplementing shop work." It also means "better opportunity for journeymen to advance."

Failure to prepare for future labor needs, Mr. Osman warned, "could nullify the gains being made in equipment."

As critical as the need for retraining journeymen, in the opinion of union leaders, is the need for more and better apprenticeship programs. At the same time, Mr. Osman thinks unions should look again "into the period of apprenticeship" to see if the four-year requirement is "working to the detriment of the apprentice." Mr. Osman believes the four-year period may be too long. Some union leaders at the conference said it may not be long enough.

• **Management-union responsibility.** The task of training apprentices and journeymen, NRAC speakers declared, belongs both to management and unions. From management's viewpoint, said Elmer E. Walker, secretary-treasurer of the International Assn. of Machinists, "the day is long past when an industrialist can say 'I won't have a training program, I'll get my skilled craftsmen from other places'—pirating." Mr. Walker sees a "greater need for inclusion of apprenticeship training provisions in collective bargaining agreements." From the unions' viewpoint, he added, "I don't think we can ignore the necessity of retraining programs, for journeymen as well as for displaced people."

Two organizations which have delved into the training task are the International Brotherhood of Electrical Workers and the Port Authority of New York. The IBEW, said Joe Taylor, the union's director of skill improvement, has set up a skill improvement program with Missouri Pacific, is negotiating for a similar program with Santa Fe, and has established its own formal classroom instruction and do-it-yourself courses for journeymen. The union has had no trouble in luring its members back to the classroom, Mr. Taylor said, because the competition of apprentices with updated skills "hits the journeymen in the pocketbook. When you hit a journeyman in the pocketbook, he reacts."

• **Talking the same language.** Instructors for the IBEW's programs have come from the ranks. The union sends some of its members through teacher training programs, then assigns them to the classroom. "When we experienced trouble in a training program," Mr. Taylor explained, "we often found a professor or engineer at fault, because they operate at the research and design level." Journeymen-instructors have less trouble in communicating with the union's students, he said, because they use layman's language. Texts prepared by the union also use laymen's language, Mr. Taylor added, "to overcome the language barrier between professional and layman."

When the Port Authority took over operation of the old Hudson & Manhattan Railroad, Thomas J. Reilly, PA training director told the NRAC audience, it had to train "every single person on the railroad from car cleaners to supervisors." Approximately 50% of the Port Authority's maintenance force is enrolled in a training program, Mr. Reilly noted. "We are constantly retraining our people," he stated.

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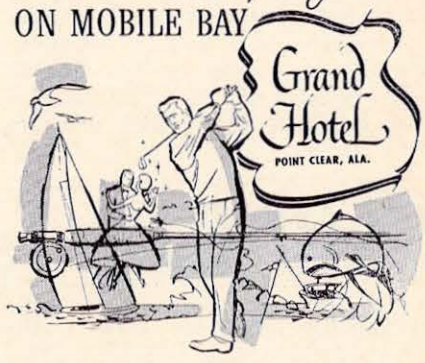

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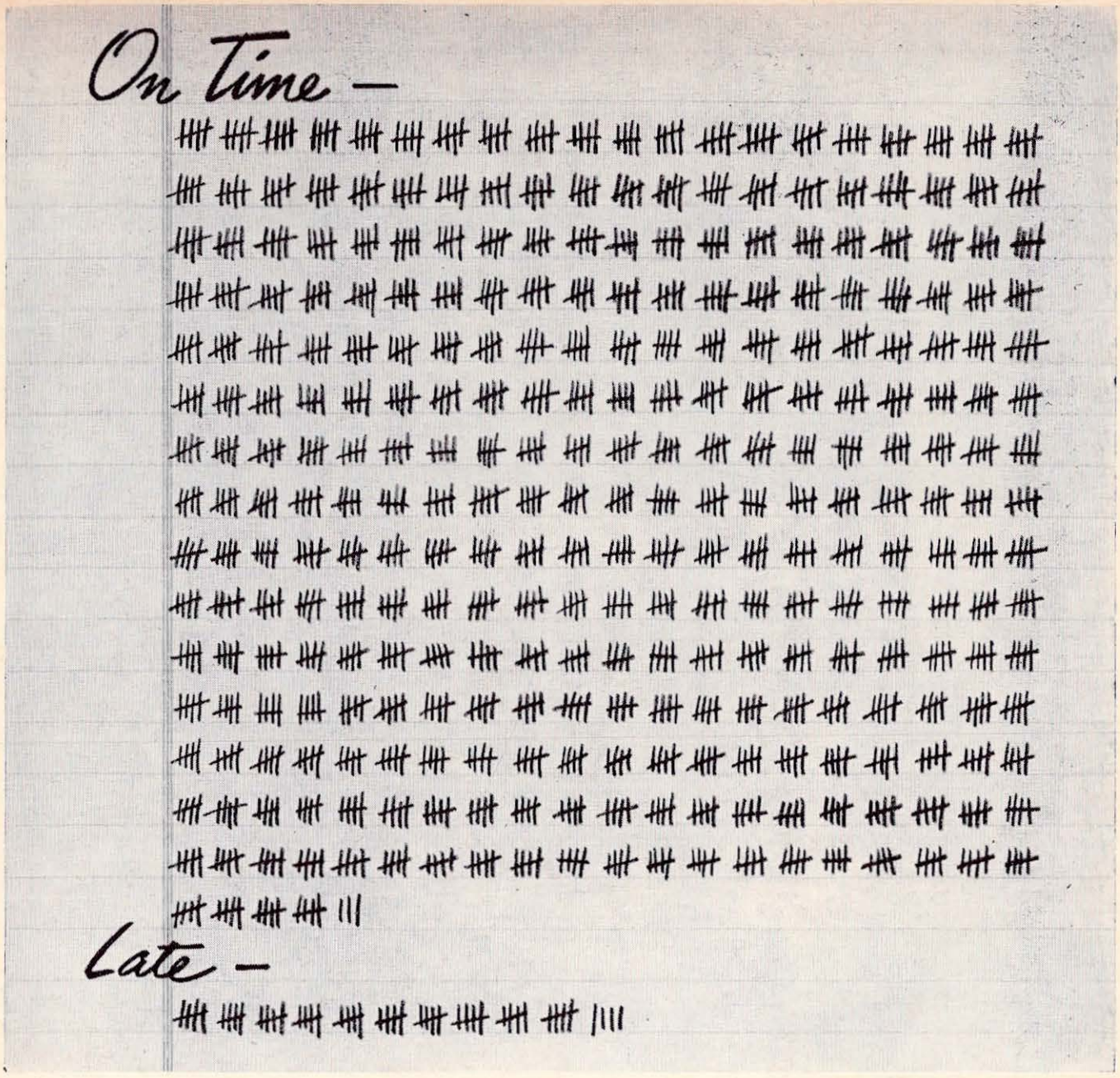

N&W Time Freights Are On-Time Freights

During the first six months of 1963, the Norfolk and Western operated 1,577 sections of its swift Main Line time freights between Columbus-Cincinnati and Petersburg-Norfolk. Of these sections, 96.6% arrived at destination on or ahead of schedule.

That's reliable performance. The kind of transportation you can count on come snow, hail or high water when you route via N&W.

If you ship between the Middle or Far West and the Southeast, you can count on consistent, on-time delivery by the N&W. Check your routings. Check our record. Then ship N&W—and relax.

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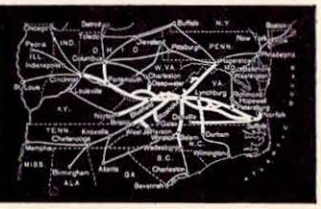
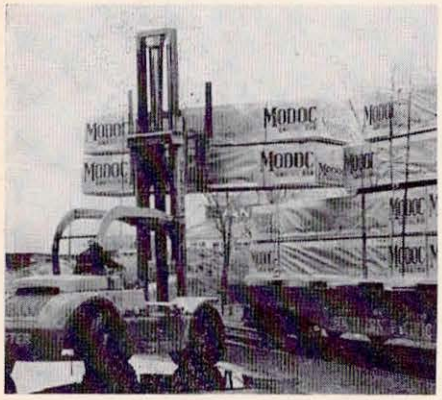


Norfolk and Western Railway • General Offices • Roanoke, Va.

NEW PRODUCTS REPORT



Lumber Pack (RA-1)

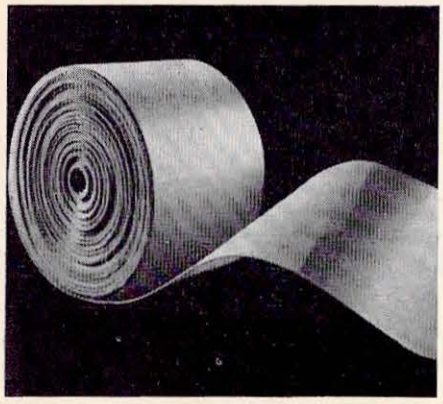
With the weatherproof "ship and store lumber pack," high-grade, kiln-dried lumber can be shipped on open flat cars and stored in outside yard areas, with a reduction in loading and unloading costs. The package, combining paper wrapping with water-resistant corrugated end caps, is demonstrated here handling a transcontinental shipment of finished lumber from Klamath Falls, Ore., to an eastern yard. *Container Corp. of America.*

Load Divider (RA-2)

A typical installation of the new one-piece, lightweight Load Divider in a 50-ft insulated box car weighs 3,000 lb. The design has such features of the Preco top-suspended, two-piece gate as a special self-compensating carriage and lock system to allow for variations in car structure and reduce installation and maintenance problems. Positive self-locking prevents damage to car interior of Load Divider if gates are left unsecured after unloading. *Preco Inc.*

Barrier Material (RA-3)

The Avi-Gard Kar-Dor barrier material for use in box cars carrying bulk loads is a heavy-duty Kraft paper, reinforced with rayon Avistrap cord strapping. It comes 6 ft high, in 6-, 7- and 8-ft widths. A 1-ft flap at the bottom of the water-repellent paper turns toward inside of car to prevent leakage of cargo. One man can install the material on both sides of a car in about 15 min. by applying it with Avi-Gard contact adhesive. *Franklin Container Corp.*



Cushioning Material (RA-4)

Cushioned in Resilo-Wrap, "rail shipments of melons in the conventional five-layer loads . . . had about only half as much damage as those cushioned with hay and straw," according to the U.S. Department of Agriculture, and the melons were cooler during transit. Pre-cut strips of the foam, a resilient expanded polystyrene backed with 30-lb Kraft paper, were more easily applied than straw, and the cost was about the same. *Armstrong Cork Co.*

Steel Coil Skid (RA-5)

With the free-moving, V-type coil support system in the Shunk-Yocar steel coil skid, skid and lading shift together within a gondola during humping. Spring buffers at center of skid act as shock absorbers, allowing skid, frame and lading to move the 13 in. between spring stops without severe shock to cargo. With the skid, a Shunk-Yocar cover can be placed on car, permitting larger coil and higher loadings without extending car sides. *Shunk Mfg. Co.*

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10/28/63

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Market Outlook

Carloadings down 1.5% below previous week's

Loadings of revenue freight in the week ended Oct. 19 totaled 626,180 cars, the Association of American Railroads announced on Oct. 24. This was a decrease of 9,416 cars, or 1.5%, compared with the previous week; an increase of 12,954 cars, or 2.1%, compared with the corresponding week last year; and a decrease of 24,778 cars, or 3.8%, compared with the equivalent 1961 week. Ton-miles generated by carloadings in the week ended Oct. 19 are estimated at 13.8 billion, an increase of 7.1% over the corresponding week of 1962 and an increase of 7.0% over the 1961 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Oct. 19

District	1963	1962	1961
Eastern	86,427	84,664	89,648
Allegheny	98,477	97,667	103,471
Pocahontas	56,224	52,557	54,429
Southern	118,925	114,086	118,296
Northwestern	92,211	91,229	99,973
Central Western	130,337	131 023	138,963
Southwestern	43,579	42,000	46,178
Total Western Districts	266,127	264,252	285,114
Total All Roads	626,180	613,226	650,958
Commodities:			
Grain and grain products	62,901	61,893	63,458
Livestock	7,190	9,561	10,607
Coal	118,632	111,103	111,896
Coke	6,700	5,906	7 704
Forest Products	39,085	36,796	39,826
Ore	42,067	39,498	49,046
Merchandise l.c.l.	16,175	22,123	27.820
Miscellaneous	333,430	326,346	340.601
Oct. 19	626,180	613,226	650,958
Oct. 12	635,596	606,881	642,155
Oct. 5	632,049	594 775	639.784
Sept. 28	620,139	596,852	637.294
Sept. 21	596,325	592,154	605.842
Cumulative total, 42 weeks	23,411,337	23,385,718	23,017,301
Estimated Revenue Ton-Miles (millions) 42 weeks	503,990	480,330	452.500

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Oct. 12 totaled 17.214 cars, compared with 15,066 for the corresponding 1962 week. Loadings for 1963 up to Oct. 12 totaled 627,531 cars, compared with 552,708 for the corresponding period of 1962.

IN CANADA.—Carloadings for seven-day period ended Oct. 7 totaled 82,530 cars, compared with 99,261 for the previous nine-day period, according to the Dominion Bureau of Statistics.

Totals for Canada	Revenue Cars Loaded	Total Cars Rec'd from Connections
Oct. 7, 1963	82,530	24,809
Oct. 7, 1962	78,902	23,458
Cumulative Totals		
Oct. 7, 1963	2,735,716	884,520
Oct. 7, 1962	2 750,139	918,564

New Equipment

FREIGHT-TRAIN CARS

► *Akron, Canton & Youngstown.*—Has ordered 150 50-ft roller bearing box cars equipped with 9-ft sliding doors and 6-ft plug doors from Pullman-Standard. Delivery of the $1.9 million order is expected early in January.

► *Louisville & Nashville*—Will purchase 1,875 freight cars and rebuild 3,150 others in its $38 million equipment program for 1964. Cars to be purchased include 1,250 open-top hoppers, 400 covered hoppers and 125 bulkhead flat cars. The capacity of 2,500 open-top hoppers will be increased from 50 to 60 tons and 650 box cars will be rebuilt at L&N's South Louisville shops. Cost of the new cars is estimated at $26 million.

► *Missouri Pacific.*—Ordered 1,650 freight cars as part of a $100 million modernization program. The $37 million freight car order includes 400 100-ton center flow bulk materials handling cars; 200 100-ton aluminum covered bulk materials handling cars; 400 100-ton hoppers; 100 100-ton gondolas; 200 86½-ft 90-ton box cars; 100 60-ft, 70-ton mechanical refrigerator cars; 100 70-ton flat cars; 100 box cars; and 50 insulated 50-ft, 70-ton box cars.

Orders and Deliveries

► *Orders Decrease.*—Orders were placed in September for 2,319 new freight cars, compared with 3,021 in August. September 1962 orders totaled 1,551 cars. Deliveries in September totaled 4,327, compared with 4,141 in August and 2,946 in September 1962. Backlog of cars on order and undelivered totaled 18,388 on Oct. 1, compared with 20,749 on Sept. 1 and 11,064 on Oct. 1, 1962.

TYPE	ORDERED Sept., 1963	DELIVERED Sept., 1963	ON ORDER & UNDELIVERED Oct. 1, 1963
Box—Plain	261	1,575	4,852
Flat	101	703	1,635
Gondola	0	0	55
Hopper	150	349	4,006
Covered Hopper	1,476	772	2,929
Refrigerator	160	536	2,529
Stock	0	0	300
Tank	121	383	1,947
Caboose	50	7	88
Other	0	2	47
TOTAL	2,319	4,327	18,388
Car Builders	1,921	2,984	11,188
Railroad Shops	398	1,343	7,200

Maintenance Expenditures

► *Down 0.6% in Second Quarter.*—Expenditures by Class I roads for maintenance of equipment, way and structures in the second quarter of 1963 were down about $5 million, compared with the second quarter of 1962, according to report of AAR Bureau of Railway Economics summarized below:

	Second Quarter 1963	1962	% Change
Maintenance of Way and Structures	$309,077,091	$307,753,542	+0.4
Maintenance of Equipment	439,557,334	445,361,198	—1.3
Totals	748,634,425	753,114,740	—0.6

Gene F. Cermak
C&NW

Douglas C. Workman
Milwaukee

Joseph J. Drinka
Milwaukee

Buford W. Tyler
New Haven

Frederick J. Orner
New Haven

B. R. Stokes
BARTD

PEOPLE IN THE NEWS

ANN ARBOR.—**J. E. Chubb** elected president, succeeding **H. H. Pevler,** who became president, **Norfolk & Western** on Oct. 1. **C. L. Towle** elected vice president—operations and **E. A. Walther,** vice president—traffic. Mr. Chubb, former regional manager, **Pennsylvania,** Buffalo, N.Y., became president, **Detroit, Toledo & Ironton** on Oct. 1, succeeding **David E. Smucker,** appointed vice president—operations, **Pennsylvania,** Philadelphia.

R. C. Courtney appointed secretary and treasurer; **J. W. Donahue,** comptroller; **J. E. Messinger,** purchasing agent; **R. S. White,** traffic manager—sales; **G. U. Fairbanks,** traffic manager—rates; **W. O. Peecher, Sr.,** superintendent transportation; and **J. E. Schlosser,** superintendent.

Messrs. Towle, Walther, Courtney, Donahue, Messinger, White and Fairbanks all hold similar titles on the DT&I. Mr. Peecher is superintendent, DT&I.

General offices of the Ann Arbor have been moved from St. Louis, Mo., to Dearborn, Mich., where all of the above will be located, with the exception of Mr. Schlosser, who will be at Frankfort, Mich.

CANADIAN NATIONAL.—**John R. Scanlan,** assistant regional manager, Winnipeg, Man., appointed regional freight sales manager there, succeeding **Graeme C. Norman,** retired. **A. R. Steele,** assistant to vice president—sales, Montreal, succeeds Mr. Scanlan.

Robert A. Robinson, general foreman—car, Mimico, Ont., appointed supervisor of car equipment, Great Lakes Region, Toronto, succeeding **R. Harvey,** retired.

A. E. Street, assistant manager, Saskatchewan area, Saskatoon, Sask., appointed manager there.

W. W. Wynne, superintendent of equipment, Rideau Area, Belleville, Ont., named assistant general superintendent of equipment, Atlantic Region, Moncton, N.B.

CHICAGO & NORTH WESTERN.—**Gene F. Cermak,** director of industrial development, Chicago, advanced to assistant vice president in charge of industrial development.

CHICAGO GREAT WESTERN.—**H. B. Sherman, Jr.** and **H. M. Edelmann** appointed assistant general freight agents, Des Moines, Iowa, and Chicago, respectively. **E. O. Tweet** named division freight agent, Des Moines. **F. C. McGlone** and **James L. Henderson** named general agents, Des Moines and Waterloo, Iowa, respectively. **Robert L. Locher** appointed sales manager, Pittsburgh.

DETROIT, TOLEDO & IRONTON.—**M. H. Weisman** appointed assistant to comptroller, Dearborn, Mich., with responsibility for budgets, cost analysis, internal audits and special studies.

ERIE-LACKAWANNA.—**J. Philip Allison,** assistant vice president—staff, Cleveland, retired Oct. 1, after over 34 years' service.

Robert L. Downing, assistant division superintendent, Hoboken, N.J., appointed superintendent, Scranton division, Scranton, Pa.

GRAND TRUNK WESTERN.—**A. W. Van Riper,** engineering assistant, Detroit, appointed assistant chief engineer there, succeeding **Francis S. Hutton,** promoted to chief engineer (RA, Sept. 2, p. 26). **A. L. Ray,** assistant engineer maintenance of way, promoted to engineer maintenance of way, succeeding the late **R. A. Gravelle.**

GULF, MOBILE & OHIO.—Headquarters of **Eugene B. Kelly,** Southern traffic manager, transferred from New Orleans, La., to 104 St. Francis Street, Mobile, Ala., effective Oct. 1.

MILWAUKEE.—**Douglas C. Workman,** general agent, San Francisco, appointed assistant to vice president-traffic, Chicago, succeeding **S. P. Elmslie,** assigned special duties.

Joseph J. Drinka, assistant to chief mechanical officer, Milwaukee, Wis., named assistant chief mechanical officer there.

H. C. Minteer, division engineer, Milwaukee division, Milwaukee, named principal assistant engineer-structures, Chicago. **R. J. Brueske** succeeds Mr. Minteer. **N. E. Smith** appointed bridge engineer, Chicago, to replace **E. E. Burch,** who retired Oct. 1. **L. R. Shellenbarger** named office engineer, Chicago, succeeding **B. O. Johnson,** retired.

MISSOURI PACIFIC.—**R. E. Sullivan** named superintendent stations and claim prevention, St. Louis, replacing **H. H. Wills,** retired.

NEW HAVEN.—**Buford W. Tyler,** who retired Oct. 1 as assistant regional manager, Pittsburgh Region, **Pennsylvania,** appointed vice president—operations, **New Haven,** at New Haven, Conn., effective Nov. 1. **Frederick J. Orner** appointed vice president of planning and research.

NORFOLK & WESTERN.—**Theodore D. Gleason,** commercial agent, Chicago, appointed district freight agent there.

PENNSYLVANIA.—**Herbert M. Phillips,** regional manager, Lake Region, Cleveland, appointed vice president and regional manager, Northwestern Region, Chicago, succeeding **Henry W. Large,** who became president of the **Wabash** on October 1 (RA, Sept. 9, p. 5). **Henry G. Allyn, Jr.,** assistant regional manager, **Philadelphia,** promoted to regional manager, Chesapeake Region, Baltimore, Md., succeeding **George M. Smith,** who succeeds Mr. Phillips at Cleveland. **John M. McGuigan,** superintendent of transportation, Southwestern Region, Indianapolis, transferred to Baltimore, succeeding **John H. Burdakin,** advanced to regional manager, Northern Region, Buffalo. **James A. Foshee,** superintendent of transportation, New York, appointed assistant regional manager, Pittsburgh Region, succeeding **Buford W. Tyler,** who retired from that post Oct. 1. On Nov. 1 Mr. Tyler will become vice president-operations of the **New Haven.**

Walter W. Patchell, vice president—special services, Philadelphia, retired after more than 48 years in railroading. Mr. Patchell's duties and responsibilities will be assumed by **John D. Morris,** director—special services.

Ralph M. Decker, trainmaster, Conway Yard, appointed assistant superintendent transportation there, succeeding **William C. Wieters,** named superintendent transportation, Southwestern region, Indianapolis, Ind. **H. N. Lucas,** trainmaster, Rose Lake, Ill., succeeds Mr. Decker.

Paul F. Hoerath, master mechanic, Canton, Ohio, transferred to Pittsburgh, succeeding **Herbert S. Miller,** transferred to Philadelphia. **Thomas G. Swartzlander,** assistant superintendent transportation, Youngstown, Ohio, transferred to Pittsburgh, succeeding **Walter L. Butz,** named superintendent transportation, New York Region, New York.

The name of the Stores Department, Philadelphia, has been changed to Material Management Department. Titles of the following officers have been changed as follows: **J. S. Fair, Jr.,** from general manager, purchases and stores to general manager, purchases and material; **E. J. Gentsch,** from manager of stores, to manager of material; **M. A. Haines,** from assistant manager of stores, to assistant manager of material.

J. J. Maher, manager of labor relations, appointed director of labor relations, and is succeeded by **A. E. Myles.**

READING.—**Frank J. Helms** appointed regional sales manager, Chicago, succeeding **Harry G. Benson,** district sales manager, who retired Sept. 30. **D. D. Sylvester** named district sales manager, Cincinnati, Ohio, succeeding Mr. Helms.

SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT.—**B. R. Stokes,** assistant general manager and director of information, appointed general manager, to succeed **John M. Peirce,** named controller-treasurer-insurance manager. Mr. Stokes will direct construction and, in five years, operation of the new 75-mile rapid transit system.

NORTHERN PACIFIC.—**L. R. Earl,** master mechanic, Rocky Mount division, Livingston,

Mont., transferred to the St. Paul and Fargo division, St. Paul, succeeding **C. J. Wirth,** who retired Oct. 1, after more than 48 years of service. **O. E. Hetherington,** assistant master mechanic, Livingston, succeeds Mr. Earl. **K. R. Anderson,** road foreman of engines, Duluth, succeeds Mr. Hetherington.

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SOUTHERN.—**Frank W. Wiley,** foreign freight agent, New York, appointed general freight sales agent there.

J. Hugh Lowe, assistant manager of insurance, promoted to manager of insurance, remaining at Washington, D.C.

TERMINAL RAILROAD ASSN. OF ST. LOUIS.—**J. Hansford Sharp** appointed general superintendent. **M. A. Hildebrand** named superintendent, Madison, Illinois division; **C. T. Brien,** Eads division and Wiggins East division; **W. J. Vogel,** Merchants and Wiggins West Side division.

UNION.—**W. K. Schomburg** appointed signal engineer, East Pittsburgh, Pa., effective Sept. 1. **Mike Rougas** named track maintenance engineer, maintenance of way department, same date.

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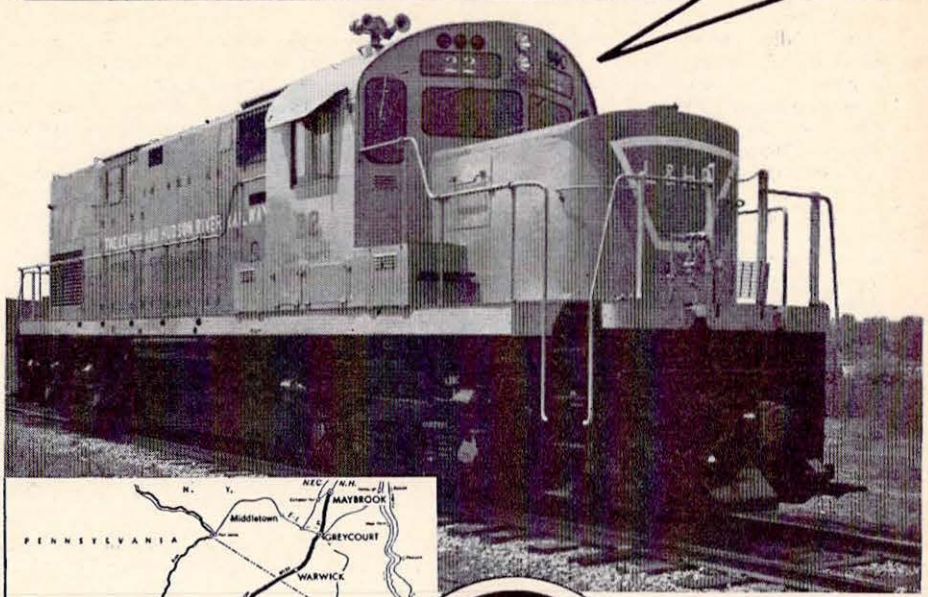
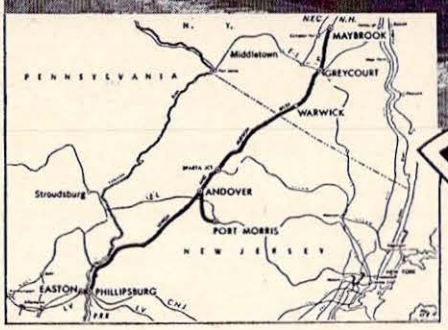
go faster...better and direct ... via **L&HR RY.**





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L&HR's new 2000 h.p. diesel electric locomotives speak for themselves!

They move your freight fast the short-cut rail way to and from New England through the Maybrook Gateway.

It is mighty important that your shipments move fast as well as direct. Geared to deliver superior service, our specialty is *shipper satisfaction*. When you are shipping freight to or from New England specify via L&HR-Maybrook for daily coordinated service with all connections – Midwest, West and South.

Call us in Boston, New Haven, Pittsburgh, Cleveland, Chicago, St. Louis and Warwick, N. Y.—Phone: 986-2281.

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ALWAYS A GOOD DEAL

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SUBURBAN PROPANE

Get complete details today from your local Suburban Propane representative. Look under Gas-Liquefied in the Yellow Pages of your phone book for the office nearest you, or write to Dept. RA 1063, General Office, Whippany, N.J.

Gas Service Anywhere

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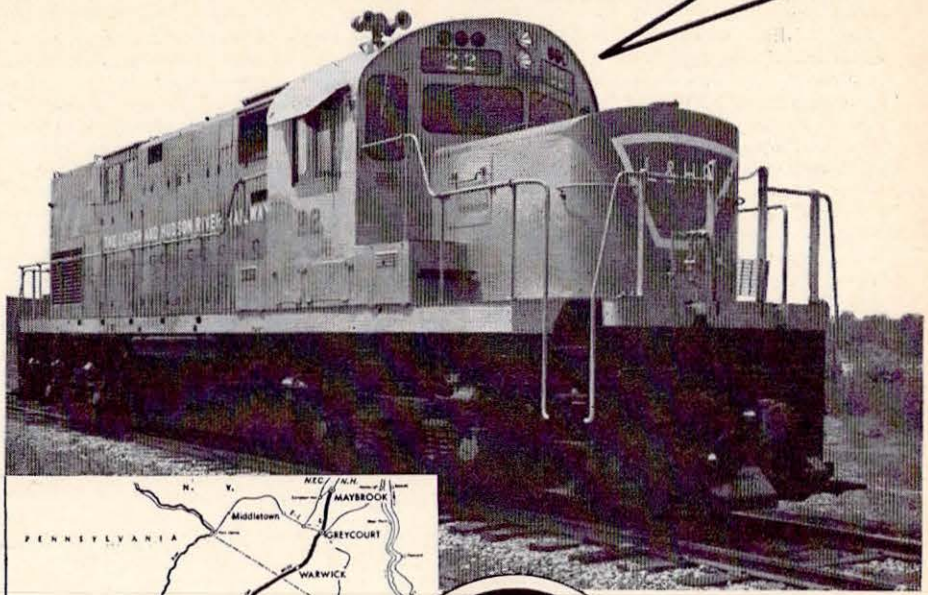

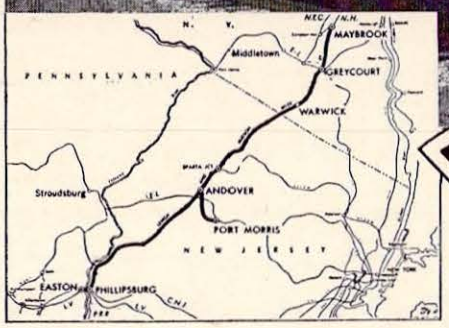

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They move your freight fast the short-cut rail way to and from New England through the Maybrook Gateway.

It is mighty important that your shipments move fast as well as direct. Geared to deliver superior service, our specialty is *shipper satisfaction.* When you are shipping freight to or from New England specify via L&HR-Maybrook for daily coordinated service with all connections – Midwest, West and South.

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Get complete details today from your local Suburban Propane representative. Look under Gas-Liquefied in the Yellow Pages of your phone book for the office nearest you, or write to Dept. RA 1063, General Office, Whippany, N.J.

Gas Service Anywhere

Rocky, the Great Northern goat, says

"Boy, you should see how Great Northern's transloading service at Minot saves whole days on delivery of break-bulk freight. Each part of the shipment is transloaded into separate cars—each bound for its own destination. Not one extra cent charge for this service, either. It's just one more way of proving that freight goes great when it goes Great Northern."

GN

GREAT NORTHERN RAILWAY

(Reference No. 55a)

Transport's broad role cited

National Defense Transportation Association speakers discussed better utilization of the nation's transportation system.

While the subject was global—transportation's role in the progress and security of the non-Communist world—speakers at the recent National Defense Transportation Association's 18th annual transportation and logistics forum focused on some important aspects of U.S. transportation.

Government representation—both on and in front of the rostrum—was heavy. Generals, admirals, government officials and transportation officers and shippers from all parts of the country heard carrier executives, researchers, high-ranking army and navy officers, educators and shipper spokesmen probe the tangle of domestic transportation facilities and capabilities for the shape of what the nation needs in the years ahead—in peace and war.

NDTA's members heard the keynote address of James K. Knudson, former defense transport administrator, in which he warned "We have become so dependent on our transportation system in peace or war that we must foster, preserve and develop it at all costs."

Top-priority U.S. transportation problems were described by NDTA's keynote speaker as:

- The tremendous waste in material and manpower because of traffic delays and blockades in "almost all modes, but particularly on the highways." Mr. Knudson's point: the manpower and material wasted in U.S. transportation delays could provide a sizeable boost to the nation's creative output.
- The further waste that is occuring because there is "not enough traffic to satisfy the demands or aspirations of all forms of transportation." Mr. Knudson's compromise solution? "Select the proper or most efficient form of transportation to carry the load, but do so in a manner that will not otherwise destroy peacetime and defense transportation necessities. We must not destroy railroads to preserve trucking companies or water carriers. Neither should we destroy the latter merely to succor the former. Somewhere in between there is a delicate balance that must be struck by wise men wielding beneficient but all-seeing governmental powers to preserve that balance that will guarantee survival of the machine, the system, as a whole."

"HARD LOSER"

Misplaced freight is as obsolete as steam engines with Wabash Cannonball Freight Service. Modern electronic equipment makes sure your shipment is on board heading for the right destination.

WABASH CANNON BALL FREIGHT · SERVICE

"CANNONBALL" FREIGHT SERVICE
WABASH RAILROAD COMPANY

(Reference No. 55b)

YOU OUGHT TO KNOW

Milwaukee's board chairman, Leo T. Crowley, will step down at the end of the year. The board accepted his request that he be relieved of his duties on Dec. 31. Board chairman since 1945, Mr. Crowley will continue as a director and finance committee chairman of the Milwaukee. He has recommended the board abolish the board chairman position and assign its functions and powers to Milwaukee President William J. Quinn.

Faster delivery of westbound freight from Chicago and the Twin Cities to Portland and Seattle is being offered by Northern Pacific. The new schedule cuts a day off delivery time, providing third evening arrival of forwarder and other carload traffic from Chicago and second evening arrival from the Twin Cities. The new schedule was made possible, NP says, by faster service of connecting Burlington trains and accelerated movement of freight by NP from the Twin Cities to the West Coast.

New York's Pennsylvania Station will soon undergo alterations as part of the new Madison Square Garden Sports Center project, which will be completed in 1966. Construction plans call for a new 22,000-seat arena to be built over the station, as well as a 4,000-seat forum, 48-lane bowling club, 400-seat sports cinema, an Art Gallery of Sport, a Madison Square Garden Hall of Fame, dining facilities, retail, commercial, exhibition and display areas. A 33-story office building will occupy the remaining one-third of the 9-acre site, and within the station itself, extensive modernization of the public concourse will be carried out.

Acquisition of the Buckeye Pipe Line Co. by General American Transportation Corp. has been approved by directors of both firms. If shareholders approve, the transaction would be completed in early 1964.

Expansion of Flexi-Van mail service —previously operated between Chicago and Michigan points— has been announced by the New York Central and the Post Office Department. NYC is placing 250 new 40-foot, side-door vans and 100 Flexi-Van cars, rebuilt for passenger train operation, in service which will cover major points on the system from Chicago and St. Louis to Boston and New York City. The new and rebuilt Flexi-Van equipment, costing $3 million, will play a major role in on-line storage mail movements, displacing many aging head-end cars which are scheduled for retirement.

Conversion of a Chicago & Eastern Illinois rail-to-barge transfer facility to a grain transfer operation at Joppa, Ill., has been approved by the Illinois Commerce Commission. The commission also approved proposed C&EI rates for grain moving from Illinois elevators to Joppa in open hoppers. C&EI President David O. Matthews said the decisions would help alleviate a grain box car shortage and enable C&EI to reopen the Joppa facility, shut down in August.

A healthy and progressive industry is what far-sighted technological planning can assist the railroads to achieve, according to U.S. railroad men at the Pan-American Railway Congress in Mexico City. L. S. Bottinelli, chief signal engineer, New York Central, called for "discarding the old and unnecessary . . . and taking full advantage of technological improvements." P. V. Garin, manager of mechanical engineering and research for the Southern Pacific, referred to the carriers' "time of decision as their present diesel fleet gets older," and said that a new rail era is in sight provided industry planning is geared to the thinking of both customers and equipment manufacturers.

Prairie grain movements will be eased by Canadian National's installation of removable wooden roofs on 500 open-top "enterprise" cars, to adapt them for carrying grain. Siphoning off the cars from the seasonally idle gravel and crushed rock traffic, CN gave its Transcona shops the task of providing plywood roofing and weatherstripping, and expects to be turning out 20 to 24 cars per day.

The Tri-State Transportation Committee is surveying the travel habits of the 17 million people in the Connecticut, New Jersey and New York metropolitan area with the aid of 150 field interviewers. Questions to be asked during the next four months include: number of trips made, starting and terminal points, and mode of travel employed.

Canadian National has extended its "traffic master plan" procedures from its Atlantic and Mountain regions to 13 freight yards in its Prairie region. The system involves the use of punched cards and automatic machines to transmit data on each freight shipment and pinpoint the location of any car within seconds. CN yards newly equipped include Winnipeg, Saskatoon, Regina.

Pay increases for members of the federal transportation regulatory agencies is urged by the Transportation Association of America in a special TAA booklet. Increased pay is needed, the booklet states, to attract men "who have become knowledgeable about the complex problems of transportation."

The usual rush pace at New York's Grand Central Station will be slowed down to a waltz tempo this New Year's Eve when the cavernous station is turned into a ballroom. The National Association for Mental Health is taking over the main concourse to hold a charity ball for some 3,000 guests. Guy Lombardo's network television show will be broadcast from the station during the dance. Special railroad cars will bring in guests from suburban areas of New York and Connecticut, with regular train service operating as usual from the lower level.

Freight and Passenger Car Charts

These charts are very helpful to AAR billing clerks, mechanical engineers, purchasing and stores personnel, car inspectors, write-up men, car foremen, and anyone else who needs a knowledge of car parts and their relation to each other.

The charts include a cutaway diagram of the car and a listing of important parts with arrows showing where the part is located. These charts are a part of standard training programs used on a number of major railroads.

$2 each
$10 for any six

If you are not satisfied
YOUR MONEY WILL BE REFUNDED
if you return the charts to us within 30 days

THE RAILWAY EDUCATIONAL BUREAU
1809 CAPITOL AVENUE
OMAHA 2, NEBRASKA

Please send the charts I have checked below. If I am not satisfied I will return the charts within 30 days for a full refund. I enclose a check or money order for $2.00 for each chart or $10.00 for any six charts.

- ☐ Streamlined light weight passenger car (16x25 inches)
- ☐ Covered hopper car (22x30 inches)
- ☐ Box car, AAR standard 40 ft. (23x25 inches)
- ☐ Air conditioned chair car, 1930 design (18x35 inches)
- ☐ Tank Car (22x35 inches)
- ☐ Refrigerator Car, wood sheathed, steel underframe, 1920 design (14x20 inches)

10-28-63

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'Morass of pettifoggery'

Rate changes uselessly complicated—Will carriers unite to support needed reform or risk ruin and socialization instead?

Former Commissioner A. F. Arpaia recently made a speech of highest importance (in our opinion) to transportation. Among other things he said:

"The machinery and the techniques set up originally to protect the public against the rates and practices of a relatively small number of monopoly-situated carriers are not geared to settle conflicts between a huge number of carriers in groupings with diverse interests and service characteristics. The result is that the opportunity for carriers to adjust techniques and practices to fit modern commercial and economic demands generally is lost in a morass of pettifoggery.

"The unregulated carriers, in actuality, set the charges which common carriers can successfully impose. The effort of the regulatory bodies to fit rates at any other level does violence to reality and merely drives more shippers away from the service of public carriers.

"Between 1947 and 1962 the volume of traffic, measured in ton-miles, for all regulated carriers increased only *1%*, while that of unregulated carriers in the United States increased *229%*.

"While individual carriers have been trying, against tough odds, to overcome this barren, sterile, futile environment, organized carrier groups have been spending more time cultivating legislative inertia in Congress than in trying to eliminate statutory roadblocks to improvement of the entire industry, to which their common fate is tied.

"An instrument such as a container loses its maximum benefit unless it is used in joint service on through rates, which rates by all logic and common sense should be based, where possible, on a simple 'per container' charge.

"It is plain that regulation of rates and service in the United States does not now touch a substantial part of interstate traffic. If the public is turning to unregulated forms of transportation, not only that which is legally permissible but that which is without legal sanction, it indicates that the public is being forced to forsake public transportation.

"The real and basic trouble is the regulatory shelter of protest and suspension, originally provided to protect shippers, which has been usurped almost exclusively by carriers. It has blunted the spur and repressed the true concept of competition. Take away the opportunity for misuse of the regulatory process and most of the difficulty would evaporate.

"In the present environment, all forms of carriage have lost sight of the fact that shippers are concerned with the totality of transport services and not bits and pieces. Their inability to satisfy commercial needs without unnecessary complexities, delay and wasteful procedures has driven shippers to any alternative they could find. Every shipper of any size now has access to a do-it-yourself kit.

"I think we can convert the present position of carriers from a mere struggle for survival, to their historical place as a chief contributor to a dynamic economy, by a simple change in the Act.

"To avoid the present abuses which arise out of carrier protests to rate proposals, suspension, and the consequent expense and frustration of litigation, each rate could be accompanied by an affidavit showing how the rate was computed and that it did meet the costs of the carrier. In the event any such certification was proved to be incorrect, any violation would be subject to a civil penalty for each day in which it remained in effect.

"Any carrier who wished to challenge a rate would have to take the initiative and carry the burden of showing why it was otherwise unlawful—and this would have to be done by complaint. Suspension power would remain only on a protest to a rate by shippers. In such cases, the present procedures would still apply.

"As of now, the delays in adjudicating the validity of a specific rate proposal are not only a direct impediment to advancement of the techniques of transportation but do further damage in that new ideas have to wait in line until a prior proceeding is adjudicated.

"Today's system has failed. The strategic importance of an efficient system of transportation to a nation's security and welfare, its relationship to the improvement of social and economic advantages for its people and its international obligations are too momentous to be left unattended. Some reformation of the law is inevitable."

As usual, Commissioner Arpaia has laid the facts right on the line. Clearly, the reform he recommends in the rate-making process—or some approximation to it—is necessary to cure the anemia that is afflicting all regulated surface carriers. The question is whether there is the kind of leadership in and around the transportation industry (including, not just the carriers, but shippers, regulators and legislative authorities) to arouse enthusiasm and get positive action—not ten years and ten "studies" hence, but right now.

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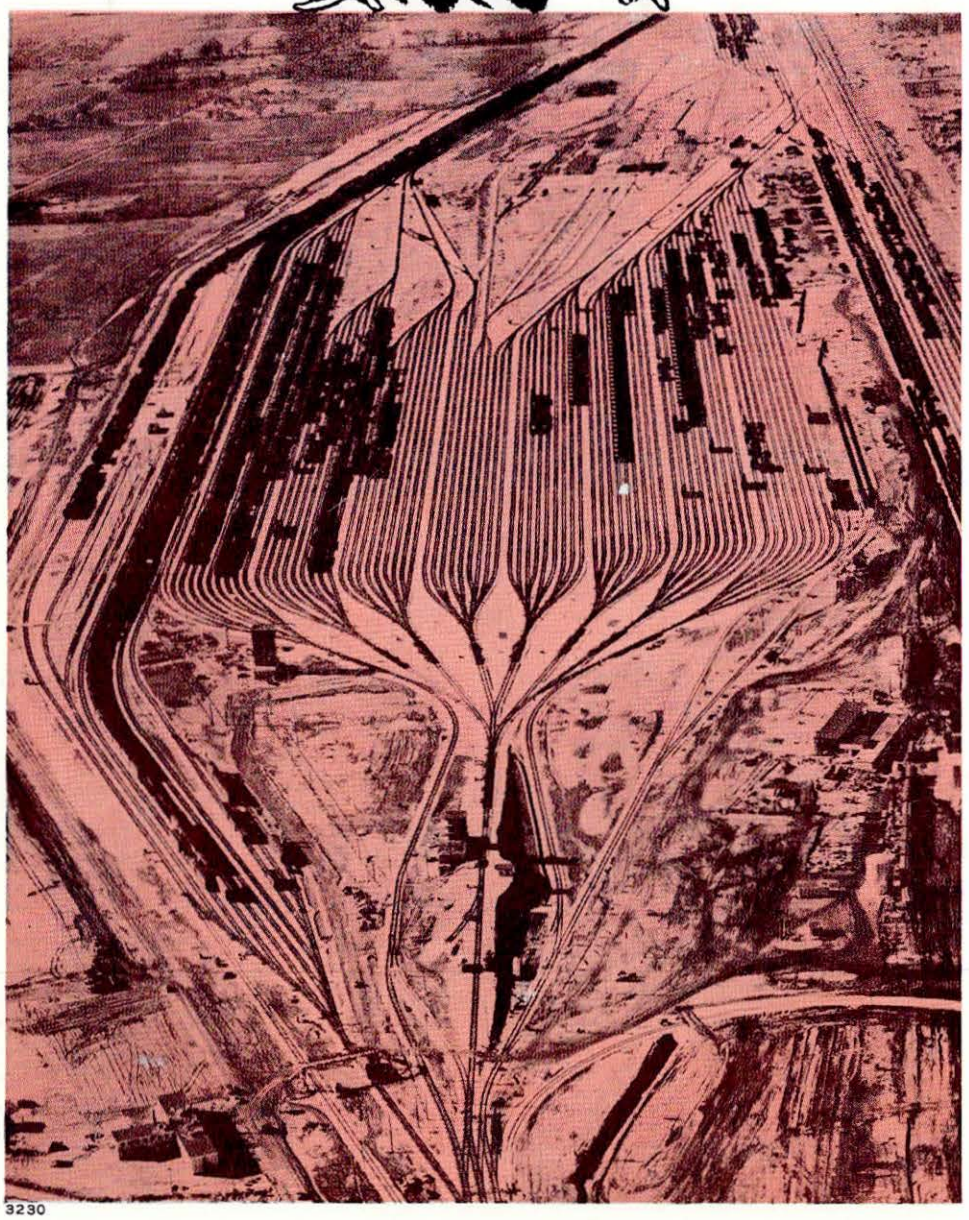

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